

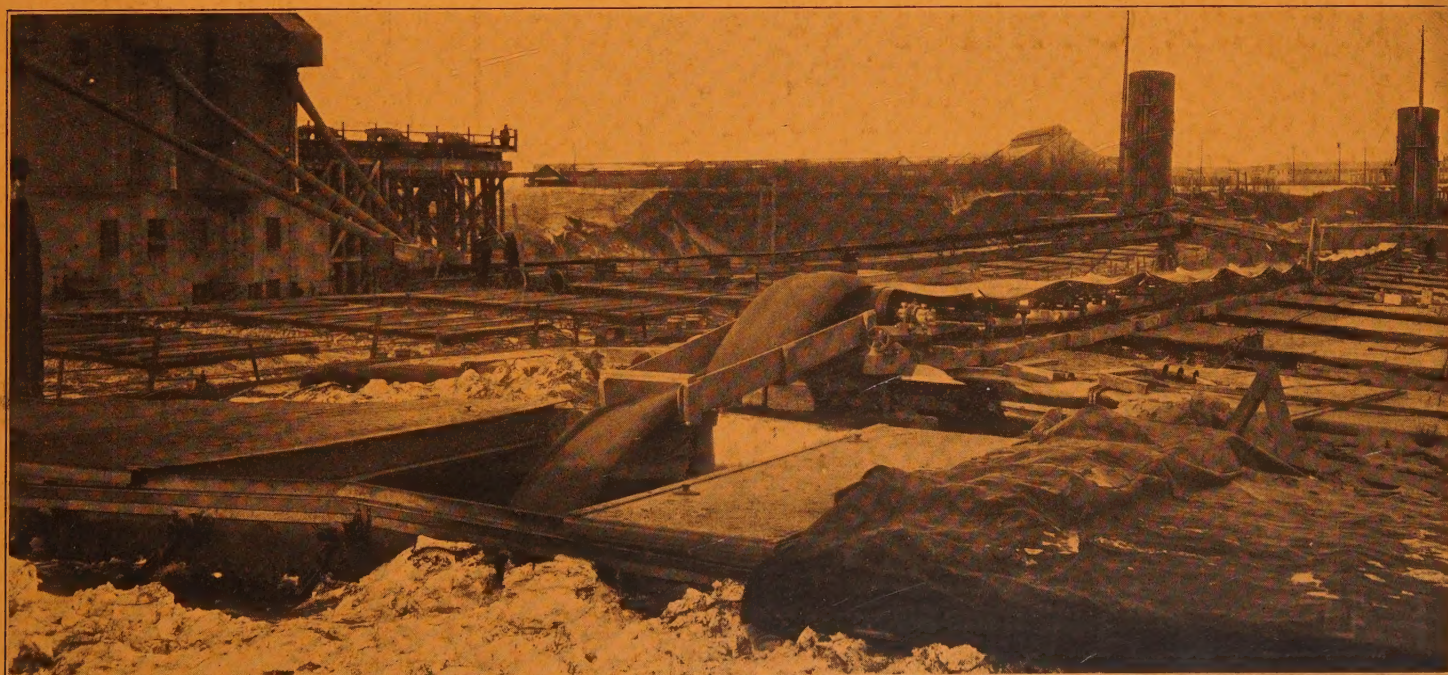
GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

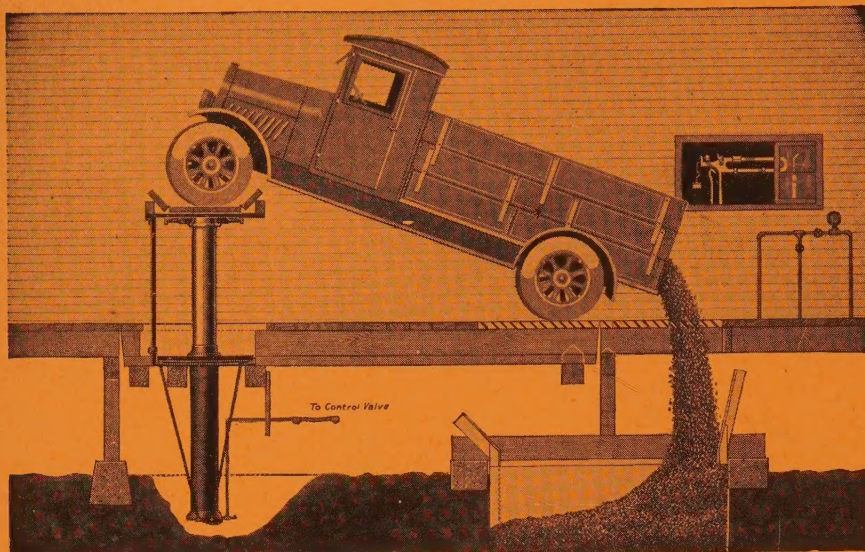
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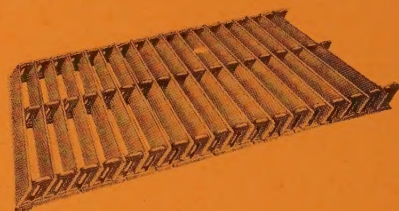
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(Continued on next page.)

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Mid State Grain Co., The, grain & feed mchts.
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Scannel Grain Co., E. M., grain and feed.
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Vandenburgh, Jesse, milling wheat.
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Lucke-Gibbs Grain Co., consignments.*
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Luke Grain Co., grain commission.*

PEORIA (Continued)

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Rumsey, Moore & Co., consignments.*

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Nanson Commission Co., grain commission.*
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Wells Co., The J. E., wholesale grain.*

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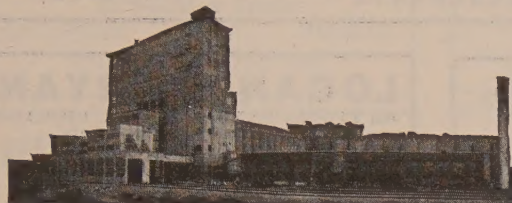
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202 Merchants Exchange Bldg., ST. LOUIS, MO.

LANGENBERG BROS. GRAIN CO. St. Louis

Established 1877

New Orleans

SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

Houlton Grain Co.

Wholesale Grain.
Get in touch with us.

O. M. Kellogg Grain Co.

Receivers shippers of all kinds of grain.

The Conley-Ross Grain Co.

Wholesale Grain.

Farmers Union Mlg. & Elev. Co.

Wholesale Grain and Feed.
38th and Wynkoop Sts.

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

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Board of Trade
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SCHOLL GRAIN CO.

Grain Merchants

THE EARLY & DANIEL CO.

RECEIVERS & SHIPPERS

STORAGE CAPACITY 2,500,000 BUSHELS

RECEIVERS, SHIPPERS AND BROKERS

Barnes-Ames Co.

GRAIN MERCHANTS

Duluth

New York

WE BUY
SALVAGE GRAIN

and are in position to use any grade including the extreme wet, sour salvage

E. O. WHITE - Dana, Ind.

E. H. BEER & CO., INC.

Successors to

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GRAIN—HAY—SEEDS

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STANDARD COMMISSION CO.

BROKERS

Grain, Mill Feed, Mixed Feed Ingredients

EXCHANGE BUILDING

MEMPHIS

Mattoon, Ill.—Always enjoyed reading your Journal and got considerable information from it. When any changes have been made in the elevator business you tell about it.—M. M. Adrian.

Send Your Offerings to

THE ABEL-WHITMAN COMPANY, Inc.

Grain-Feed-Brokerage

511 Produce Exchange, New York, N. Y.

E. A. Grubbs Grain Co.

Milling Wheat Corn Oats

Wire for Prices

Greenville - Ohio

CHICK - FEEDS

Starting and Growing Mashers.

Emery Thierwechter Co.

Oak Harbor, Ohio

GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS

ST. JOSEPH, MO.

CONFIRMATION BLANKS

Simple - Complete - Safe

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

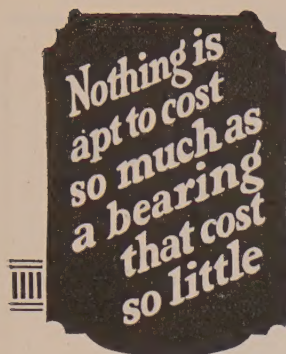
Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order form No. 6 CB, Price 90 cts.

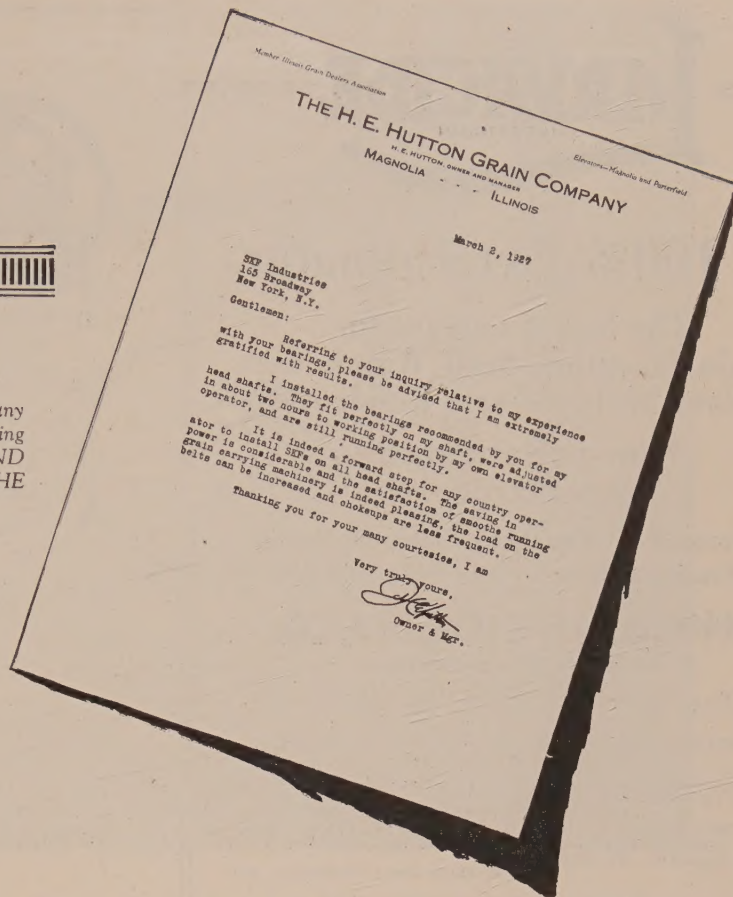
GRAIN DEALERS JOURNAL, 309 S. La Salle Street, CHICAGO

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.



You men who plan, build, use or pay for machines of any kind, remember this: It costs more to replace a poor bearing than to buy the best one that SKF ever produced. AND SKF ANTI-FRICTION BEARINGS ARE THE HIGHEST PRICED IN THE WORLD.



Letters from Grain Men Prove Value of **SKF**

WILL the bearings start trouble? Not if SKF Ball Bearings are used, for their dependability is the one thing you can be certain of and they will carry you right through the heaviest rush. They run easily and smoothly despite the heavy jobs encountered in grain elevators. Of course there are power savings and the reduction of fire hazard, too!

Almost anywhere that wheels turn, on head shafts, line shafts, corn shellers, etc., SKF Ball Bearings can be applied. And the

first thing which quickly becomes apparent is that they require no attention whatsoever except occasional lubrication. That eliminates frequent trips to the cupola and other places for oiling or the danger which comes from "taking a chance."

If you are interested in making your plant more efficient, and still save money, send the necessary information which will enable us to estimate on changing over your plain bearings to SKF. No obligation on your part!

SKF INDUSTRIES, INC., 40 East 34th Street, New York, N. Y.

2008

SKF

Ball Bearings



Roller Bearings

LARVACIDE

CHLORPICRIN

A 100% Exterminator

The Safe Fumigant for
Grain Elevators--Seed Warehouses
Flour Mills--Private Residences

Non-Inflammable
Non-Explosive

Sanctioned by Mutual Fire Prevention Bureau
Information Including Technical Papers on Request

INNIS, SPEIDEN & CO.
INCORPORATED
46 CLIFF STREET, NEW YORK.

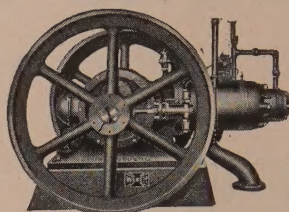
Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently
Handle Your Problems

Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.
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Territories are open for active responsible distributors

"GOOD ENGINES SINCE 1884"



SIX SIZES—30 to 125 H. P.

**WEBER
OIL
ENGINES**
(Semi-Diesel)

"AT A PRICE YOU
CAN AFFORD TO PAY"

A VERY important feature from the Elevator Man's viewpoint because under present-day competition "overhead" charges **must be kept down.**

The "WEBER" is unusually simple and requires very little attention. It is economical in fuel consumption and its rugged construction insures long life with practically no upkeep expense.

You will find the "WEBER" well worth investigating—complete information will be sent upon request.

Write today to

WEBER ENGINE COMPANY

1105 Winchester Avenue
KANSAS CITY, MO.



WINTER'S
Universal Elevator
Drive

Operates direct on head shaft.

Self-Oiled, Self Aligned and requires no attention.

Equipped with Timkin anti-friction roller bearings.

Guide Rock, Neb., December 2, 1927.

Clow-Winter Mfg. Co.,
Minneapolis, Minn.

I have been using one of your Winter's Universal Drives for some time and it sure is giving good service. It is far better than any chain or belt drive.

I have not had one bit of trouble with it; my leg carrels eighteen hundred bushels per hour using a five-horsepower motor—L. W. ELY.

No Chains to Break—No Belts to Slip

CLOW-WINTER MFG. CO.

614 Metropolitan Life Building
Minneapolis, Minn.

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lubricating System
Agricultural Gypsum	Magnetic Separator
Attrition Mill	Manlift
Bag Closing Machine	Moisture Tester
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Bearings { Roller	Oat Bleachers and Purifiers
{ Ball	Oat Clipper
Belted	Pneumatic Conveying Equipment
Bin Thermometer	Portable Elevator
Boots	{ Oil Engine
Buckets	Power { Gas Engine
Car Liners	{ Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Exterminator
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
Conveying Machinery	Scale Tickets
Distributor	Scarifying Machine
Dockage Tester	Screw Conveyor
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	{ Steel or Zinc
Elevator Paint	Silent Chain Drive
Feed Mill	Smut Remover
Fire Barrels	Speed Reduction Units
Fire Extinguishers	Spouting
Friction Clutch	Storage Tanks
Grain Cleaner	Sulphur
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Leg Backstop	Transmission Rope
Lightning Rods	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago



Enduring Satisfaction with Webster Grain Handling Equipment

When you provide Webster grain handling equipment for your elevator you get a service of known value. You are not speculating on unusual, untried construction features of questionable durability and operation.

For nearly half a century Webster grain handling equipment has

made good in the large terminal houses and country elevators. Mechanically correct in design and dependable in operation, built for years of hard service,—that means lasting satisfaction.

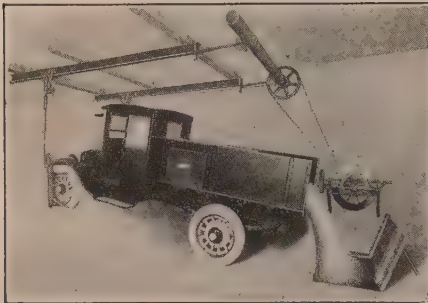
Webster engineers will gladly consult with you on your grain handling problems.

THE WEBSTER MFG. COMPANY

1856 North Kostner Ave.

CHICAGO

WEBSTER INGLIS LIMITED, Toronto, Ont.



The McMillin Wagon & Truck Dump

FEATURES OF ADVANTAGE

A Dump that fills all requirements. Dumps from any length vehicle in one dump door.

By adding extension will dump in any number of doors.

Operating connections at each door.

Can be installed in almost any driveway.

All dumps equipped for hand and power operation.

All parts of Dump in plain view above driveway floor.

Vehicles can be raised to any angle for dumping.

Under complete control.

Requires but small amount of power to operate.

Substantially constructed. No delicate parts.

SPEEDY—SAFE and SIMPLE in operation.

We invite comparison in any way with other Dumps on the market in quality of material, first cost, operating and installing costs, flexibility and speed in dumping, as well as satisfaction to operators and their customers.

SATISFACTION GUARANTEED

Address

L. J. McMILLIN

525 Board of Trade,
Indianapolis, Ind.

CONE-SHAPE GRINDERS

It PAYS TO GRIND ALL GRAINS
Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *R. W. Watt, Jacobsburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.
N. P. BOWSHER CO., SOUTH BEND, IND.

10,000 SHIPPERS
Are now using

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

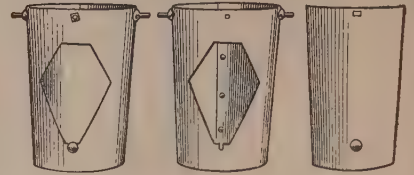
Prevent CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

617 Railway Exchange Bldg., Chicago, Ill.

Save the cost of whole new spouts



Kewanee Grain Spout
RENEWABLE BOTTOM

When a bottom wears out slip in a new one. If you wore out a set of bottoms every year the replacement cost would be very little—bottoms for 8" size and smaller cost only 37½ cents each. Each Kewanee section is guaranteed to wear out 12 bottoms.

ORDER ONE ON TRIAL: Give us the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted. We'll ship a Kewanee. Use it a month or six months. If not satisfactory return it and we'll refund your money.

Kewanee Implement Company

1171 Commercial St.

Kewanee, Ill.



HOTELS OF HOSPITALITY

In Omaha, Neb.—Hotel Fontenelle
250 Rooms—350 Baths

In Lincoln, Neb.—Hotel Lincoln
250 Rooms—200 Baths
\$1.50 to \$3.50

In Sioux City, Ia.—Hotel Martin
350 Rooms—300 Baths
\$1.75 to \$3.50

In Cedar Rapids, Ia.—Hotel Montrose
300 Rooms—250 Baths
\$1.50 to \$3.50

In Sioux Falls, S. D.—Hotel Carpenter
175 Rooms—100 Baths
\$1.50 to \$3.50

And twelve others
Operated for your comfort by

EPPLEY HOTELS CO.

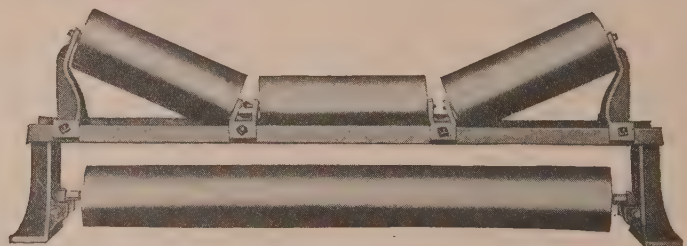
"Unchanging Rates are Posted in Every Eppley Room"

If I take up the grain business again I sure will want your paper, as it is the best paper of its kind.—Gus Johnson, Ceresco, Neb.

The 8 Miles of Conveyor Belts in the New Port Richmond Grain Elevator

Built for the
Philadelphia Grain Elevator Co.
are carried on

MONARCH TIMKEN BELT CONVEYOR IDLERS



Built by

SPROUT, WALDRON & CO.

1202 Sherman St.

Muncy, Pa.

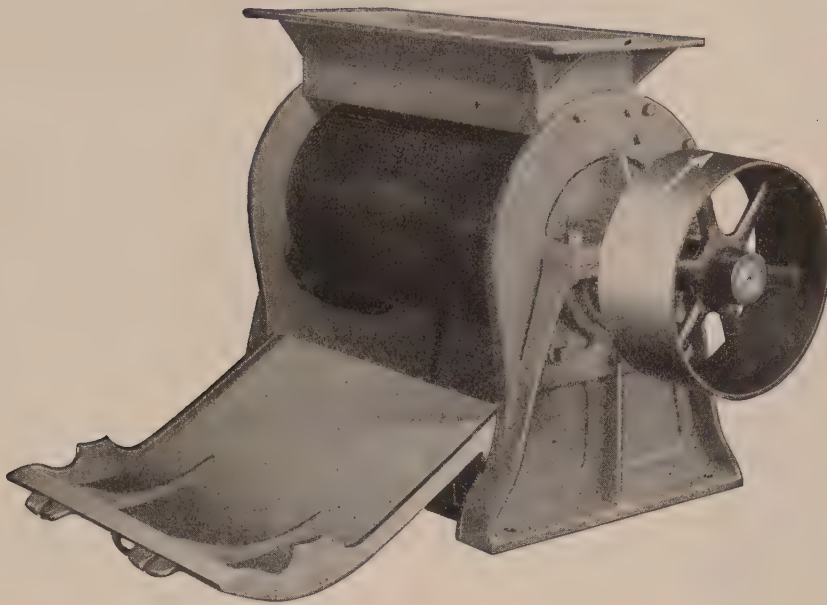
Chicago Office
9 So. Clinton Street

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612 New England Bldg.

Power Shovels, Car Pullers, Bins, Spouts, Tanks, Bearings, Pulleys, in fact anything needed in equipping the Modern Grain Elevator.



"Eureka"—"Invincible" Grain Cleaning Machinery



Eureka Corn Cutter

Steel cut corn, durum wheat, milo maize, peas, millet and kafir corn sell for much better prices than ordinary cracked, ground or milled feed.

The Eureka Cutter

makes a cleaner, brighter and more uniformly sized product than is possible with any other means of reduction. Much less fine residue, no jagged edges or splinters. Cuts corn with excessive moisture perfectly; requires less power. Makes a highly saleable product that

Brings Better Prices

A series of five pictures of our new De Luxe models will be sent to those interested

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S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



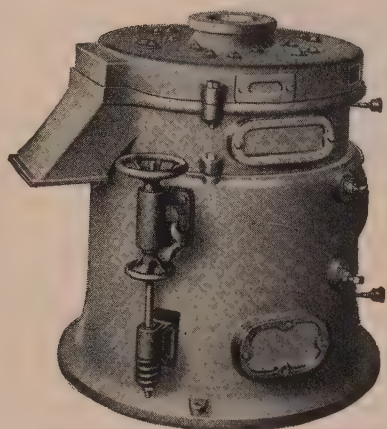
"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England



VERTICAL GRINDER

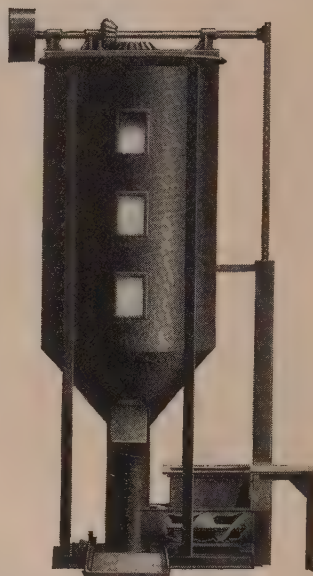
Has all the features of a double head attrition mill in little space and at low cost. It will grind almost anything. Furnished with Line Start motors when required.



Write for
Bulletin
1234G

ALLIS-CHALMERS
MILWAUKEE, WIS. U. S. A.

HAINES COMBINATION MIXER



For the accurate and rapid mixing of dry feeds for stock and poultry.

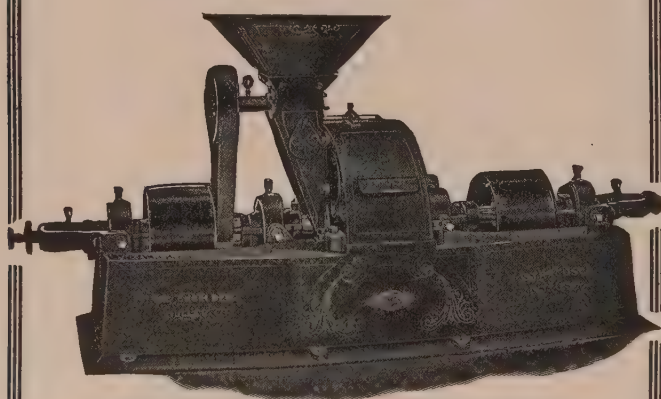
All steel construction—requires minimum floor space and power — shipped ready to operate.

Convenient — Durable — Efficient.

**SALES
REPRESENTATIVES
WANTED**

THE GRAIN MACHINERY CO.
Marion, Ohio

The "HALSTED" HAS NO EQUAL



No Seal Rings
Scientific

Positive Feed
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.
Incorporated
SYRACUSE, N. Y., U. S. A.

UNIVERSAL Grain Code

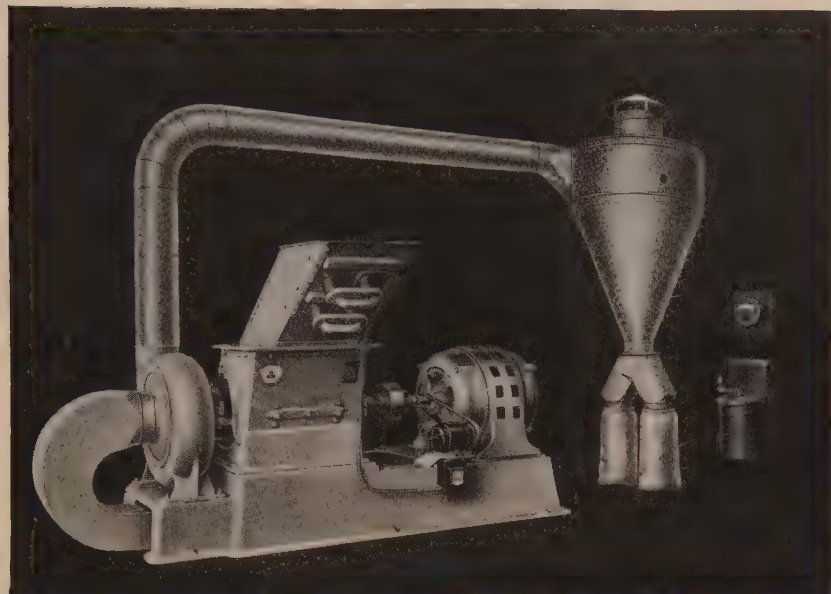
Designed especially to reduce telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

Code is 4 5/8 x 7 inches, printed on policy bond, bound in black flexible leather. Price \$3.00.

You can greatly reduce your telegraph tolls by using the Universal. Try it.

Grain Dealers Journal
309 So. La Salle St. Chicago, Ill.

Hammer Mill Grinding Profits



The profits are mainly the difference between the money you take in for grinding and the money you pay out for POWER.

The Miracle Ace Hammer Mill is making more money for its owners because it will grind on an average of 3000 lbs. for the same amount of power that other mills use in grinding 2000 lbs.

Here are the reasons for this:

1. The solid and heavy cast en bloc rotor, with its flywheel action, enables the hammers to strike a crushing blow against the corrugated plates that nothing can withstand.

2. The 2½ pound tee head corrugated and slotted chrome nickel steel hammer strikes a blow that in comparison to other hammers is more like comparing the blow of a tack hammer to a sledge hammer.

3. Lack of vibration, which enables more power to be transmitted to the hammer blow, as well as gives longer life to the machine. This is secured by a heavy box frame cast in one piece. Imagine if this frame was bolted together and you will see how impossible it would be to be free of vibration.

WHAT YOUR GRINDING SHOULD COST

This depends on what you have to pay per K.W. for power. But here are the figures from all over the country for Miracle Ace Hammer Mills. With power ranging from 3c to 6c per K.W., the cost of operating Miracle Ace Hammer Mills ranges from 15% to 30% of the grinding charge.

Just figure out any hammer mills grinding tolls and if you find the power going over 30% of the grinding charge then BEWARE.

Here are two large feed companies, in different parts of the country and grinding different kinds of feed, both of whom are right now operating other hammer mills in competition with Miracle Aces, and they know which are the most efficient—there is no guessing with them.

The Middle States Milling Company at Springfield, Mo., have a No. 5 Miracle Ace direct connected to a 75 h.p. motor. They also have two other well known makes of hammer mills. One of these is direct connected to a 40 h.p. motor, while the other is connected to a 50 h.p. motor with a tex rope drive. This firm writes and says: "Our Miracle Ace Hammer Mill is grinding over twice as much as our other two hammer mills put together."

The Brooks Elevator Co., at Minneapolis, one of the largest grinders of screenings in the U. S., have two No. 5 Miracle Aces direct connected to 75 h.p. motors. They also have over 15 other direct connected hammer mills—altogether 4 different well-known makes. They say "Our Miracle Aces are grinding more than double any of our other hammer mills with the same horsepower."

Any man mechanically inclined will see at once from our booklet "The Miracle Ace" why these mills operate with less power—write for it.

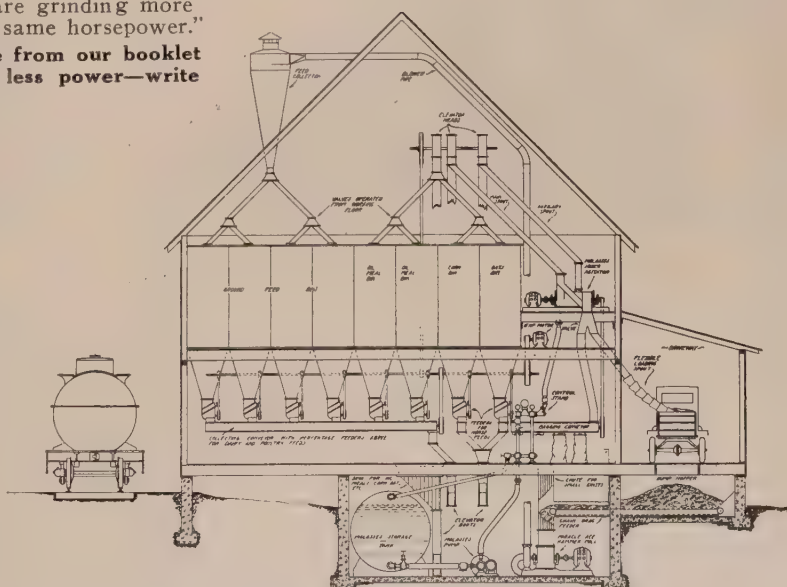
The Miracle Cold Molasses Process

Nothing within the last 30 years has aroused as much interest as the announcement of this new and wonderful cold molasses process.

Putting cold molasses on feeds—without any heating whatsoever—has been tried over and over for many years past, but without any practical success.

The discovery of how to do this was accidental and was invented by George M. Agee of Des Moines, Iowa. This process is now in operation in various parts of the country and is making more money for its owners than anything ever introduced to feed millers.

The exclusive franchise for the Miracle Molasses Process can be had for your community under certain conditions. It is a most valuable franchise. Write or wire for particulars at once. Also ask for our booklet describing the process, it is the "Miracle Molasses Process."



Our Miracle Molasses Process installed in a model sweet feed plant

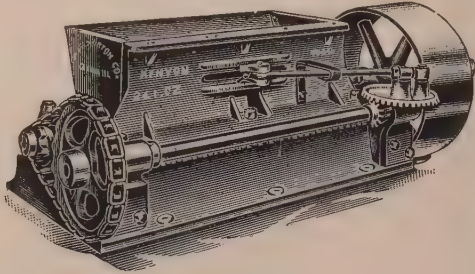
The Anglo-American Mill Company

300 - 400 Kennaday Ave.

Owensboro, Ky.

More and More

Farmers are learning the greatly increased value of ground feed. That means more work for you if you are equipped to handle this work rapidly and easily.



KENYON CORN CRUSHER

will crush corn in any condition—with cobs and husks, ready for your attrition grinder. And it does it faster, with less power.

Horseshoes, chain, monkey wrenches, have no effect on the blades.

Write for catalog of this money-maker.

BURGESS-NORTON MFG. CO.

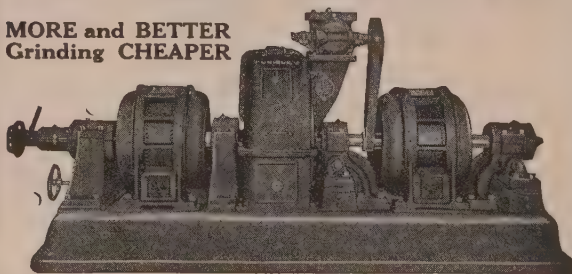
Established 1903

535 Richards Street

Geneva, Ill.

For Greatest Profit In Feed Grinding, Employ The UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

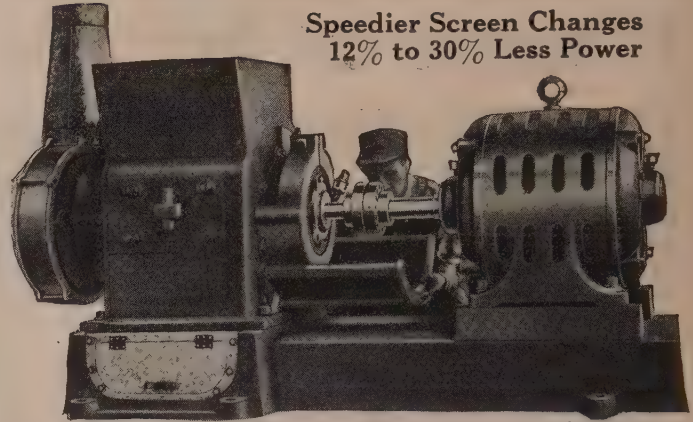
ROBINSON MFG. CO.

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—222 W. ADAMS STREET

Speedier Screen Changes
12% to 30% Less Power



A New Williams Grinder — The "SPEED KING" —

Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs, greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

Williams Patent Crusher & Pulverizer Co.
721 Montgomery St., St. Louis, Mo.

Chicago
37 W. Van Buren St.

New York
15 Park Row

San Francisco
415 5th Street



Williams
ORIGINAL PATENTEES AND WORLD'S LARGEST BUILDERS OF HAMMERMILLS
PATENT CRUSHERS GRINDERS SHREDDERS



Gruendler America's Leading Hammer Mill

The **GRUENDLER** of today is the greatest **GRUENDLER** ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation.

Adjustable for coarse or fine grinding.

All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

Write for Bulletin on latest **GRUENDLER** Feed Mill

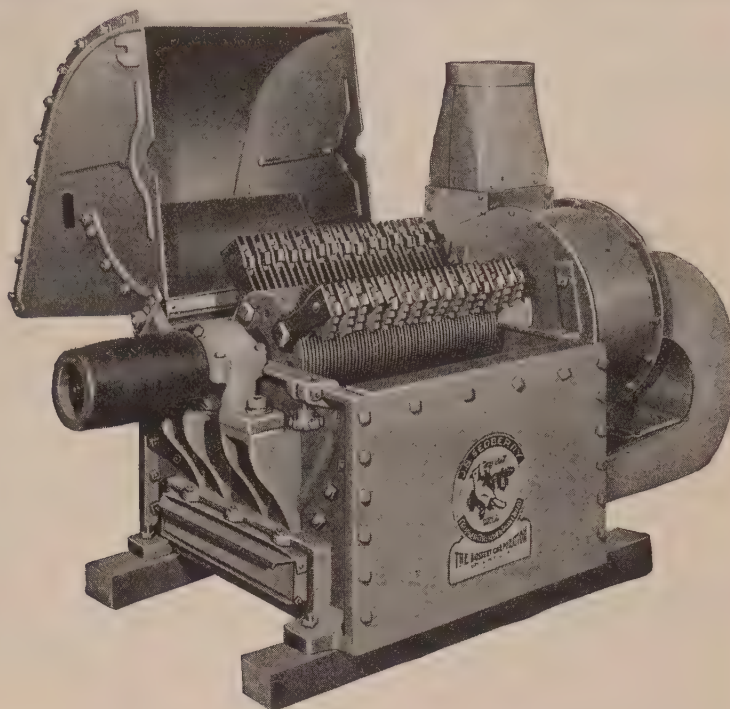
Gruendler Patent Crusher & Pulverizer Co.

1103 Landreth Bldg.

St. Louis, Mo.

Sherman J. Boss, 2215 Quatmann St., Norwood, Ohio
Port Huron Machinery Co., Des Moines, Iowa

Unequalled in Performance Capacity and Low Cost of Operation



Competition Proves "Jay Bee" Superiority

Thirty-five "Jay Bee" Hammer mills operating every day, and giving 100% satisfaction, in two Ohio counties (and only three competitive hammer mills in these two counties) is, we believe, the most convincing proof that the "Jay Bee" mill cannot be equalled for fine grinding, capacity, and low operating and up-keep cost. Over 8500 Users have proved "Jay Bee" superiority.

Seventeen Establishments in Montgomery County, Ohio, Own and Operate "Jay Bee" Mills

Hewitt Soap Co.—Dayton
Avondale Fuel & Supply Co.—Dayton
Dayton Milling Co.—Dayton
A. M. Hoerner—Germantown
L. W. Lay & Sons—Brookville
J. F. Stewart—Brookville
Esty Moore—Brookville
Dan Blosser—New Lebanon
Tom Blosser—New Lebanon
Joe Trimback—Dayton
Lester Neff—Dayton
Albert Krebehenn—Vandalia
Ollie Zink—Dayton
M. Durr—Germantown
O. D. Bernheisel—Farmersville
Chas. Schaurer—Phillipsburg
Dayton State Hospital—Dayton

Montgomery County has one competitive Hammer Mill

Eighteen Establishments in Miami County, Ohio, Own and Operate "Jay Bee" Mills

Julius Decker Packing Company—Piqua
Two establishments
Fletcher Grain Co.—Fletcher
Shepherd Grain Co.—Casstown
William Myers—Troy
J. A. Shuman & Son—Covington
Lena Farmers Exchange—Lena
Pleasant Hill Farmers Exchange Co.—Pleasant Hill
Perry C. Apple—Covington
J. E. Suker—Tippicanoe Cy.
W. C. Mote Elevator—Laura
Rest Haven Farms—Troy
E. C. Ross—Ludlow Falls
Cedar Branch Mills—West Milton
Bert Estey—Christianberg
Bert Faybright—Piqua
Piqua Milling Co.—Piqua
A Farmer—Piqua
Miami County has two competitive Hammer Mills

8 Important Reasons

Why Millers and Custom Grinders Prefer the "JAY BEE"

- 1 All steel construction makes the "Jay Bee" practically indestructible. Free from costly breakdowns. Always ready for service. Always dependable.
- 2 Oat hulls are completely ground into powder—not merely crushed to stick in the intestines, especially in young stock, thereby causing serious illness and often death.
- 3 The "Jay Bee" will grind anything and everything; whereas other types of mills cannot easily handle such popular feeds as pea vines, alfalfa and other hays, ear corn, with or without husks on, corn stalks, cottonseed cake, etc.
- 4 Cool grinding makes the feed more palatable. Feed ground cool on a "Jay Bee" will not spoil in storage or transit.
- 5 Sheds no metal. Does not darken color of material ground.
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- 7 Foreign objects in your feed cannot injure the mill. Sudden shocks, strains and abuses to which every feed mill is subject will break cast iron but not steel.
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Sizes and styles to meet every grinding requirement. Write for descriptive literature. We can show you how to increase your business.

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Extensively Used by U. S. Dept. of Agriculture, Federal and State Grain Inspection Departments, Grain Trade, etc.

GRAIN TESTING SCALES



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Used in Moisture Testing

Complete catalog No. 335G on request.

THE TORSION BALANCE CO.

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Armour Grain Co.
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We have equipped 75% of the terminal elevators built or equipped during the last 20 years in the U. S. and Canada. You can profit by this experience.

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Cyclone Blow Pipe Co.

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Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

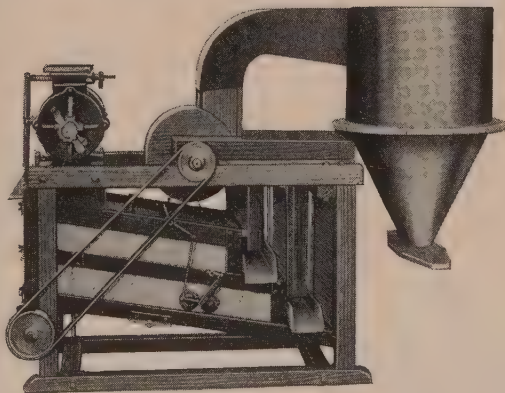
**NO WASTE — EFFECTIVE
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We Have Car Liners to Take Care of All Cases of Bad Order Cars

Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

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HAINES CONCENTRATED DISC MILL

A grinding machine, a cutting machine, a grader and an aspirator combined in one.

An indispensable unit for every elevator, mill and feed house.

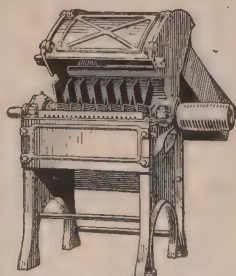
Compact — efficient — inexpensive.

Write for Bulletin G-10.

THE GRAIN MACHINERY CO.
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The W-W Hammer Type Feed Grinder



Distributors Wanted.

The World's Greatest Feed Grinder

Grinds any grain to any fineness —also alfalfa, etc., separately or together. Makes home grown mixed feed. Five sizes, elevator or blower.

Price \$150 to \$450

Most capacity—less power. No loose working parts. Timken roller bearings. 12 years of successful service.

Write for bulletin and samples of ground feed.

The W-W Feed Grinder Co., Manufacturers, Wichita, Kans.

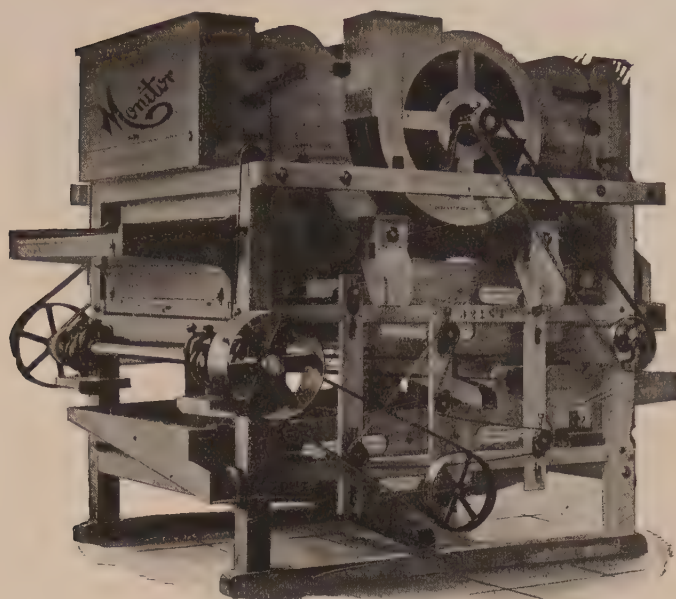
Grain Receiving Register

This book is designed to facilitate the work of the country grain man in keeping a record of wagon loads of grain received.

At top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each book has 200 pages, 8½x14 inches, and each page 41 lines, making each book contain spaces for records of 8,200 loads. The book is well printed and ruled on linen ledger paper, and substantially bound in extra heavy canvas covers. **Order Form 12AA. Price \$3.00.**

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Monitor LOCATION • new
FACTORY • modern
EQUIPMENT • complete } Prompt
Deliveries a
Speciality

Flaxseed-Linseed Must Be Clean

if pure oil is to be produced from it.

If you sell your Seed to Oil Manufacturers, clean it before shipping. It not only means a better price, but saves freight on offal.

During all the years of Flaxseed Cleaning, the MONITOR Cleaner has held the lead. It was the first machine practically ever designed for this special work, and, year by year, has been improved and today is the choice of practically all of the large flax seed cleaning houses and oil mills.

When you put it in, you do so with the sure knowledge that you have the leading machine and that your seed will be cleaned absolutely.

Why not write us?

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Our Representatives at Your Service

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The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

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DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

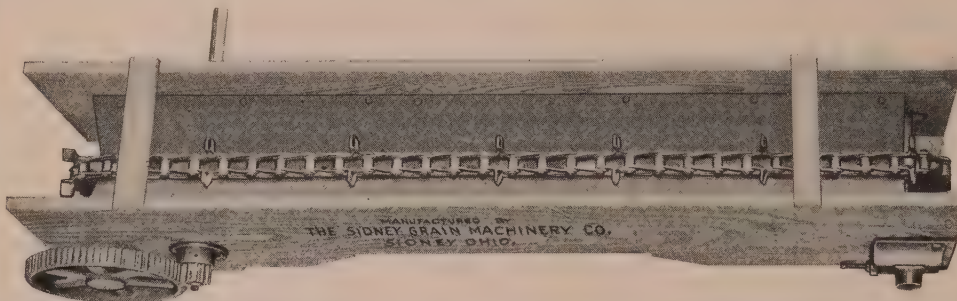
The Day Company

Dust Collecting Engineers

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SIDNEY POWER FEEDER

for use on any hammer mill on all kinds of grain. Will increase capacity of your grinder and reduce labor costs.



Any length furnished; special reducing gears; take up bearings; metal trough.

High in Quality—Low in Price.

**SIDNEY
GRAIN MACHINERY
COMPANY**
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Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

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T. E. IBBERSON CO.
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L. J. McMILLIN
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GRAIN ELEVATORS
Any Size or Capacity
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Specialists In

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Our elevators stand every test
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CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

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Designers and Constructors
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*"If Better Elevators are Built
They will STILL be Youngloves"*

SPECIALIZING
Concrete Pits that ARE Waterproof

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THE VALUE

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Depends upon placing it before the
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Modern Mills, Elevators
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Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS
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OUR IMPROVED ELEVATOR EQUIPMENT
gives most satisfaction to the user, eas-
iest installed and best for the contractor.
Write for information and quotations.



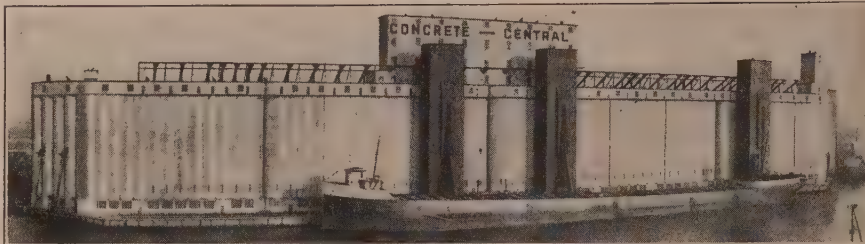
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Engineers and Constructors

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3,000,000 Bushel Concrete Grain Elevator
Designed and Built for
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation

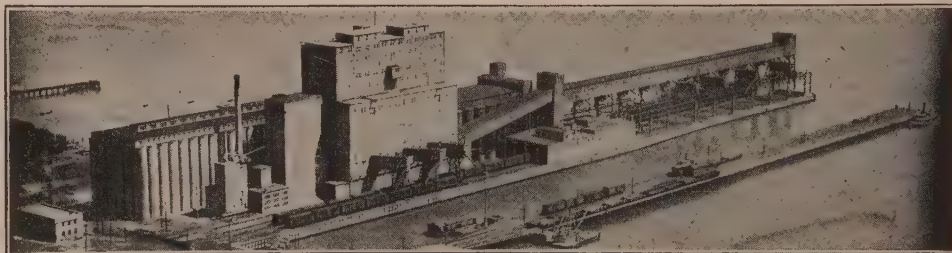


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Elevator, Buffalo,
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Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company
Buffalo, N. Y.

Capacity
5,000,000
Bushels



PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

Equipped with
Four Stewart
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Grain Car
Unloaders

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Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
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**THE BARNETT-McQUEEN
CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

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FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors
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DESIGNED for the years
ahead—an advance we propose
to maintain.



N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

Santa Fe Elevator "A"

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Capacity
6,500,000 Bushels



John S. Metcalf Co.

Grain Elevator Engineers and Constructors

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Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

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Export Grain Elevator at
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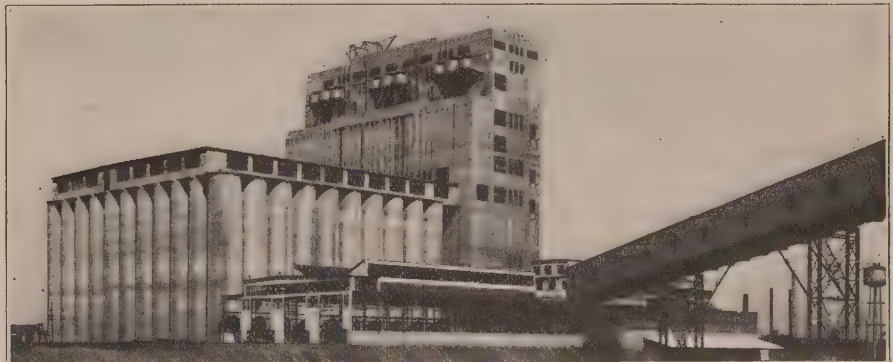
The **M. A. Long** Co.

Engineers and Constructors

Grain Elevator Department

806 Postal Telegraph Building
Chicago, Ill.

Baltimore Office: 10 West Chase Street



The Showplace of the Eastern Seaboard. Capacity, 2,500,000 Bushels

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

ILLINOIS—30,000 bu. elevator at Block, Ill., on the C. & E. I. R. R. Price \$6,000.00 cash. Address A. G. Cole, Sidney, Ill.

CENTRAL INDIANA—360,000 bushel capacity concrete elevator with usual appurtenances and shipping facilities. Write U. S. Lesh, Receiver, 710 Continental Bank Bldg., Indianapolis, Ind.

KANSAS—75,000-bu. elevator, warehouse and feed mill; large established trade; located in one of the best cities in Kansas. Terms—trade. 60C15, Grain Dealers Journal, Chicago, Ill.

MONTANA—25,000 bu. cribbed elevator, feed mill, coal sheds, warehouse. Good location, in heart of million dollar irrigation project. "A location with a future." Write for particulars. Kyle Jones, Bynum, Montana.

NEBRASKA—Have a 50,000 bu. cribbed elevator doing a good cash feed business of \$4500 to \$6000 a month and about 80-125 cars of grain a year. Price is \$10,000.00. Address 60A12, Grain Dealers Journal, Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

CENTRAL IOWA—25,000 bu. capacity grain elevator in first-class condition, with all modern equipment, handling 250,000 to 325,000 bu. annually; also handling coal and feed. In an exceptional trade territory and a real buy. Ill health only reason for selling. Address 60B4, Grain Dealers Journal, Chicago, Ill.

EASTERN KANSAS—20,000-bu. cribbed elevator, 60 miles from Kansas City, in good town of 1,500. Electric power; hopper scales; sheller; cleaner; grinder; manlift; office and scales detached. Coal business included. All in good condition. Excellent corn crop and large wheat acreage. Liberal terms. Selling on account of age. Address 60C7, Grain Dealers Journal, Chicago, Ill.

MISSOURI—Two grain elevators for sale, good locations close to Kansas City on main line railway. One 80,000 bu. capacity cribbed elevator in county seat, ten miles distant from other 50,000 bu. capacity concrete elevator. Both on same railway and connected with concrete slab No. 50. Both doing good business in corn, oats, wheat, feed, seeds, flour, fence, etc. Good farming and excellent dairy country. Address Mrs. Jesse J. Culp, Warrensburg, Mo.

ILLINOIS—Two elevators for sale at good adjoining stations 6 miles apart on C. B. & Q.

25,000 bu. cribbed iron clad; electric power; loading scale; cement and feed warehouse; 5 coal bins; good competition.

16,000 bu. cribbed; metal roof; new electric power; remodeled in 1927; in good condition; on private property; no competition.

Either station a good proposition but handled together will bring exceptional returns. Must sell account of health. Price and terms reasonable. R. P. Miner & Co., Alexis, Ill.

ELEVATORS FOR SALE.

ILLINOIS—60,000 bu. concrete elevator for sale, electrically equipped. Address Farmers Elevator Co., Mansfield, Ill.

KANSAS—Elevator of large storage capacity for sale in wheat and corn belt west of Hutchinson on R. I. Ry. Address 60D5, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator in excellent condition, doing good business. \$8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

NEBRASKA—85,000 bu. terminal elevator in Eastern Nebraska; concrete cylindrical tank construction; electrically equipped; modern throughout. No incumbrances—terms. Address 60D12, Grain Dealers Journal, Chicago, Ill.

N. E. SOUTH DAKOTA—Elevator, flour and coal sheds. Best location, good territory. Also modern six-room residence, full basement, enclosed porch, trees. Price \$11,500, if taken soon. Address A. Hendrickson, Veblen, S. D.

KANSAS—10,000 bu. grain elevator for sale; small flour mill in connection; will sell with or without flour machinery; electric power; located in county seat in S. E. Kansas. No competitor; three railroads. Write 60D13, Grain Dealers Journal, Chicago, Ill.

FOR SALE AT ALPHA, MINN.

All of our elevator properties, consisting of two elevators, coal sheds, salt house, flour house, corn crib and offices together with office equipment used in connection. Priced to sell. Address Farmers Co-op. Society, John Waswo, Sec'y, Alpha, Minn.

MISSOURI—Having decided to retire from the grain and stock business, I wish to sell my elevators at Concordia and Aullville; established 50 years and money makers. Located in the best agricultural, dairy and poultry community in state. Come and look the places over, for you must see to appreciate them. Geo. A. Klingenberg, Concordia, Mo.

KANSAS—On account of health the owner will sell 12,000-bu. iron clad elevator, also small flour mill fully equipped, Jay Bee hammer mill, Nordyke-Marmon three high rolls, Baker ice machine and ice storage, 300-ton coal storage, barn and five lots. Electric power. Only grain and ice business in town of 750. Over 150,000 bu. of grain shipped in past six months. Address 60C9, Grain Dealers Journal, Chicago, Ill.

MICHIGAN—15,000 bu. grain elevator, attrition feed mill, bean business, lumber yard, coal yard, good feed and flour exchange business, wire fence and posts, all kinds of building material. Electric power, cheap rate of 1½ to 3c per KWH, 12 motors in elevator, one motor in coal unloading machine. Situated in the heart of Michigan's good farming country on pavement M. 16, 20 miles east of Lansing. Want to retire after 35 years at the business. Write Charles Cool, Webberville, Mich.

ELEVATORS FOR SALE

SOUTHWESTERN IOWA—We have several elevators for sale at the right price. Plenty of good corn. Address 60E2, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

ELEVATORS WANTED

WANTED—To lease a good flour mill with elevator or feed business and elevator. Wm. Robinson, 101 N. Division, Sterling, Colo.

HAVE A FARM of 240 acres in Mitchell Co., Iowa, highly improved, as good a farm as you will find in the state. Want to trade for a grain business in Iowa or Illinois. Address 60E12, Grain Dealers Journal, Chicago, Ill.

WANT TO LEASE an elevator in north central Illinois or Iowa. Station must handle a good volume of business. Have had 30 years' experience in the grain business. Address 60E11, Grain Dealers Journal, Chicago, Ill.

YOU MAY BE MISSING SOMETHING.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

FOR SALE—Two feed mills each located in good dairy and feeding community, both money makers. Address 60E3, Grain Dealers Journal, Chicago, Ill.

MILLING IN TRANSIT FEED MILL

Storage for 65,000 bus. bulk grain; 21,800 sq. ft. warehouse room; all machinery for feed; no flour milled. Main line Erie R. R., private switch with track scale, best of service. Big chance to buy this plant very cheap, on easy terms. Address Empire Mills, Olean, N. Y.

A BARGAIN TO RIGHT MAN.

A 125-bbl. flour and feed mill in good Kansas town on side track; 12,000 bus. storage; cheap electric power; local trade well established, more wheat than mill can handle. Have decided to quit milling and will sell outright or trade for an elevator or clear land. Price of mill clear of debt is \$15,000 cash, one-third of cost; can give part on time. Address 60D24, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

MINNESOTA—Grain, coal and implement business for sale in good live town. Address 60C17, Grain Dealers Journal, Chicago, Ill.

NEW MEXICO—Small grain, feed, coal and hide business, and buildings; northern part of state. C. R. Adamson, Raton, New Mexico.

NORTH CENTRAL ILLINOIS—Excellent coal and feed business located in heart of dairy district. Address 60E8, Grain Dealers Journal, Chicago, Ill.

WANT TO SELL OR RENT a \$30,000 coal and feed plant fully equipped to do milling in transit, and retail feed business. Age and health reason for wanting to sell. Address W. P. Thompson, Goshen, N. Y.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

SITUATION WANTED.

POSITION WANTED as manager of farmers' elevator; have had six years' experience as assistant. Good references. Address 60E1, Grain Dealers Journal, Chicago, Ill.

YOUNG MAN, 23, wants job with country elevator. Wages and kind of work not so important as chance to learn business. Refers. L. Watkins, 604 Board of Trade, Indianapolis, Ind.

POSITION WANTED as manager by young, energetic man of 30 years, in line or farmers' elevator; 10 years' practical experience and a successful record that I am proud of for your examination. Best of references. Open for position now. A. Tyler, Elwood, Ill.

RESULT PRODUCING farmers elevator manager with 17 yrs. successful record desires position with good company. Good grain man and accountant. Experienced in all side lines. Good mixer with public. Ill. or Ind. preferred. 60E14, Grain Dealers Journal, Chicago, Ill.

Bargain Sale in Soiled and Shelf Worn Books.

Triplicating Grain Ticket Book; used as salesman's sample; slightly damaged. Price \$1.00 and postage. Weight 2½ lbs. Order "Bargain 19 G T."

Grain Receiving Ledger is designed for use by country grain buyers who keep individual accounts with their farmer patrons. Slightly damaged, was used as printer's sample. Price \$2.00 and postage. Weight 2½ lbs. Order "Special 43."

One Clark's Decimal Wheat Values. A series of tables for instantly finding the cost of any number of pounds of wheat at any market value per bushel, of 60 lbs. Also reduces any weight to bushels of 60 lbs. Cover slightly damaged. Price \$1.00 and postage. Order "Special 33X."

One Railroad Claim Book, containing 100 sets for loss of weight in transit. These claim blanks are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index and four sheets of carbon. Soiled, used as salesman's sample. \$1.00 and postage. Weight 2½ lbs. Order "Special 41-A."

One Grain Receiving Ledger, Form No. 43, fitted with a strongly reinforced index for listing accounts. Gives instant access to individual accounts of farmer patrons as each page is numbered. Will hold 8,800 listings of wagon loads. Price, \$1.75 and postage. Order No. 43 Special.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

PARTNER WANTED

WANT ACTIVE PARTNER—Two or three good Kansas stations. I have the elevators. Address 60D22, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

FOR SALE—Ten ton Howe hopper scale in good condition. Price \$50. A. R. Upp Grain Co., Fowler, Kansas.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Four 1600-bu. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. J. Goldberg & Sons, Inc., 7500 Independence Ave., Kansas City, Mo.

SCALES WANTED.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 60C18, Grain Dealers Journal, Chicago, Ill.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

ENGINES AND BOILERS FOR SALE

Two 350 hp. Atlas Water Tube Boilers. Two 350 hp. Heinie Water Tube Boilers. Nine 150 hp. Erie Shell Return tubular boilers. Save money. Communicate with J. Goldberg & Sons, 7500 Independence Ave., Kansas City, Mo.

ENGINE WANTED.

WANTED—A good second-hand Fairbanks-Morse Type "Y" 25 hp oil engine. Must be in good condition. A. P. Bump, Keensburg, Ill.

FUNNY EXPERIENCES

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

Clark's Decimal Grain Values saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00. Weight 1½ lbs.

Confirmation Blanks, Triplicating, will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

Clark's Car Load Grain Tables: The eighth edition is the most complete table for reducing carload weights to bushels published. The tables show reductions by 50-pound breaks as follows:

20,000 to 107,950 lbs. to 32 lb. bushels.
20,000 to 74,950 lbs. to 34 lb. bushels.
20,000 to 96,950 lbs. to 48 lb. bushels.
20,000 to 118,950 lbs. to 56 lb. bushels.
20,000 to 118,950 lbs. to 60 lb. bushels.

Bushels are printed from bold faced type in black ink; pounds in red, on heavy ledger paper, sewed and reinforced with muslin, and bound in flexible keratol covers with marginal index. Weight 6 ounces. Price \$2.50.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm _____

Capacity of Elevator _____

Post Office _____

State _____

MACHINES FOR SALE.

FOR SALE—133 new 20x8 Superior D. P. elevator cups at \$1.00 each. Oscar Erickson, Moline, Ill.

SAVE POWER—REDUCE FIRE RISK

By installing Used or New Ball or Roller Bearing Hangers and Pillow Blocks at very low prices.

Transmission Machinery Co., Chicago, Ill.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; 1 double stand 9x24 Noye rolls, LePage cut; and 1 Weller 12 in. x 24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.,

9 S. Clinton St., Chicago, Ill.

MACHINERY BARGAINS.

One slow speed Hughes Hammer Mill (best made); one No. 5 Jay Bee Mill; one No. 12 Gruender Mill; 20" motor driven Monarch Attrition Mill; 24" direct connected Dreadnaught Mill; B. B. Belt Driven Attrition Mills; 22" Bauer Bros. 18 & 20" Dreadnaught Mills; 16" Robinson; 18" Halstead; two Burton Mixers (horizontal); one Vertical Batch Mixer (at bargain price); dust collectors; grain cleaners, all makes and sizes; 9x24 feed roll, 2 pr. high; 9x14, 2 pr. high; 9x24, 3 pr. high feed rolls; 25 hp type Y Fairbanks Engine; 15 hp type Z (nearly new) Fairbanks Engine; motors: 7½, 5, 30, 15, 20, 10, 10 and 1 hp. Some of these motors are new. Iron elevator boots; a few large elevators; cotton belt and cups; all sizes; a few large pulleys; also small pulleys; clutches all sizes; tighteners; roller bearings; magnetic separators; Clipper seed cleaners; four water wheels; Hess, Cutler & Huhn Driers. Write your wants. A. D. Hughes Co., Wayland, Mich.

FOR SALE.

We offer all or any part of the following poultry feed and corn meal mill machinery for sale:

7—No. 81 Draver Wing Type Feeders, with percentage valves, complete with multiple feeder drive and rocker shaft and 26 feet of 9" steel conveyor complete with lining, hangers, box ends, etc.

1—9x24 3 pair high roller mill.
1—No. 3 Monitor Cracked Corn Separator and Corn Meal Bolter, complete with sieves.

2—33" Twin Dust Collectors.
2—26x8 ft. Nordyke & Marmon Reels.
400 ft. No. 25 Pop. elevator trunking for 7x5 buckets.

5—No. 25 Pop. elevator heads.
5—No. 25 Pop. elevator boots.
400 ft. 7" elevator belting with buckets.
Shafting—rigid and adjustable pillow blocks, steel conveyors, etc.

This machinery is all in first-class condition, used very little. If interested, address

RED FRONT FLOUR & FEED CO.,
EAU CLAIRE, WIS.

MACHINES FOR SALE.

DRIER FOR SALE.

Ellis Drier and Cooler, 250 bu. per hour capacity, with engine, boiler and fans for sale. Can be seen at Nye, Jenks elevator, Omaha. For further information address Edwin Ahlskog, 1600 Old Colony Bldg., Chicago.

MACHINERY FOR SALE OR TRADE.

FOR TRADE—I have a 15 hp. National Acme oil engine that I would like to trade for a 15 hp. single-phase, 60 cycle, 220 volts motor. This engine is in splendid condition, clutch attached to fly wheel, water tank, pipes and fittings, and blow torch.

J. ROBINSON, PERRYSVILLE, IND.

READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

SEEDS FOR SALE—WANTED

ALBEMARLE PROLIFIC SILAGE SEED CORN, quality and germination guaranteed, makes large yield. Frank S. Walker, Orange, Virginia.

SEED CORN—Buy Pierce Co. grown seed corn, that is fire dried, thoroughly tested, inspected, registered, certified. Barley, oats, clover. Monro Brown Seed Co., Bay City, Wis.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill.
ALFALFA HAY for sale.
Write for delivered prices.

GRAIN WANTED.

WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

STOP! READ! THINK! This advertiser writes: "Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

You Can Sell Your Elevator

by advertising directly to people who want to buy, by using a

Grain Dealers Journal Want Ad.

Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cents.

GRAIN DEALERS JOURNAL
309 So. La Salle St. CHICAGO, ILL.

MISCELLANEOUS.

PRINTING for the grain men is our specialty. Scale tickets for type registering beams, your name printed thereon; letter heads, bill heads, monthly statements; envelopes and shipping tags in all sizes and kinds; blotters, checks, special forms. Shipments prepaid. Thirty years in business. Perry The Printer, Lafayette, Ind.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

Duplicating Wagon Load Receiving Book

Hauler	Cross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight, 4 lbs.

Grain Dealers Journal 309 So. La Salle St. Chicago, Ill.

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POP CORN

Send Samples for quotations

HALES MILLING CO
BOX 789 MILWAUKEE, WIS

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FIELD AND GRASS SEEDS

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**CLOVERS—TIMOTHY
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Get our samples and prices before buying

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Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,
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DES MOINES, IOWA
Field and Grass Seeds

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FIELD—GRASS—GARDEN SEEDS
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SWEET CLOVER SEED
We are large handlers of this commodity and are always ready to quote on carloads or less.
Also Bromus Inermis, Slender Wheat Grass, Red Clover, Alsike, and Timothy.
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**BUCKEYE BRAND
FIELD SEEDS**
Strictly No. 1 Quality
The J. M. McCullough's Sons Co
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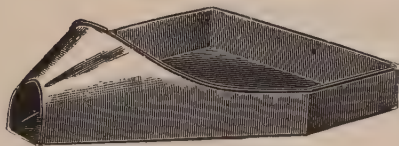
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Seed Company
Weekly Price List on Request.
Milwaukee, Wis.

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Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.
Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00.
Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65.

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Kansas City, Mo.
THRESHERS & CLEANERS
HIGH GRADE MISSOURI BLUE GRASS

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is yours**

If you are the first to apply for it.

Scale Ticket Copying Book

This book contains 125 leaves of scale tickets, four to a leaf. Each leaf folds back on itself so as with the use of a sheet of carbon to make a complete and perfect copy of the original on the stub which remains in the book. The original tickets form the outer half of the page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weighers Signature. Size $9\frac{1}{2} \times 11$ inches. Printed on good paper, 5 sheets of carbon. Order Form No. 73. Price \$1.55; weight 2 lbs.

Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

GRAIN TRADERS

Send for "Investment Buying", a 50-page book just off the press showing profits made in fifteen years of trading in grain (by years). Experience—not theory.

Tells:

Safe quantities to trade in according to capital; Common mistakes made in grain trading; Methods used by most successful traders; Seasonal trends; Calendar trading; Market factors; Effect of Group Buying, and other data.

Ainsworth's Financial Service
Box G Mason City, Ill.

FALK

Speed Reducers

THE FALK CORPORATION, MILWAUKEE, WIS.

Rating Table No. 160

Size Unit	Shaft Diameter (in.)	Ratio	Input Speed (R.P.M.)	Output Speed (R.P.M.)	Output Torque (ft.-lb.)	Output Horsepower (H.P.)	Weight (lb.)	Dimensions (in.)
4D	1 1/2	10:1	1750	175	100	1.5	150	10 x 10 x 10
5D	2	10:1	1750	175	200	3.0	300	12 x 12 x 12
6D	2 1/2	10:1	1750	175	300	4.5	450	14 x 14 x 14
7D	3	10:1	1750	175	400	6.0	600	16 x 16 x 16
8D	3 1/2	10:1	1750	175	500	7.5	750	18 x 18 x 18
9D	4	10:1	1750	175	600	9.0	900	20 x 20 x 20
10D	4 1/2	10:1	1750	175	700	10.5	1050	22 x 22 x 22
11D	5	10:1	1750	175	800	12.0	1200	24 x 24 x 24
12D	5 1/2	10:1	1750	175	900	13.5	1350	26 x 26 x 26
13D	6	10:1	1750	175	1000	15.0	1500	28 x 28 x 28
14D	6 1/2	10:1	1750	175	1100	16.5	1650	30 x 30 x 30
15D	7	10:1	1750	175	1200	18.0	1800	32 x 32 x 32
16D	7 1/2	10:1	1750	175	1300	19.5	1950	34 x 34 x 34
17D	8	10:1	1750	175	1400	21.0	2100	36 x 36 x 36
18D	8 1/2	10:1	1750	175	1500	22.5	2250	38 x 38 x 38
19D	9	10:1	1750	175	1600	24.0	2400	40 x 40 x 40
20D	9 1/2	10:1	1750	175	1700	25.5	2550	42 x 42 x 42
21D	10	10:1	1750	175	1800	27.0	2700	44 x 44 x 44
22D	10 1/2	10:1	1750	175	1900	28.5	2850	46 x 46 x 46
23D	11	10:1	1750	175	2000	30.0	3000	48 x 48 x 48
24D	11 1/2	10:1	1750	175	2100	31.5	3150	50 x 50 x 50
25D	12	10:1	1750	175	2200	33.0	3300	52 x 52 x 52
26D	12 1/2	10:1	1750	175	2300	34.5	3450	54 x 54 x 54
27D	13	10:1	1750	175	2400	36.0	3600	56 x 56 x 56
28D	13 1/2	10:1	1750	175	2500	37.5	3750	58 x 58 x 58
29D	14	10:1	1750	175	2600	39.0	3900	60 x 60 x 60
30D	14 1/2	10:1	1750	175	2700	40.5	4050	62 x 62 x 62
31D	15	10:1	1750	175	2800	42.0	4200	64 x 64 x 64
32D	15 1/2	10:1	1750	175	2900	43.5	4350	66 x 66 x 66
33D	16	10:1	1750	175	3000	45.0	4500	68 x 68 x 68
34D	16 1/2	10:1	1750	175	3100	46.5	4650	70 x 70 x 70
35D	17	10:1	1750	175	3200	48.0	4800	72 x 72 x 72
36D	17 1/2	10:1	1750	175	3300	49.5	4950	74 x 74 x 74
37D	18	10:1	1750	175	3400	51.0	5100	76 x 76 x 76
38D	18 1/2	10:1	1750	175	3500	52.5	5250	78 x 78 x 78
39D	19	10:1	1750	175	3600	54.0	5400	80 x 80 x 80
40D	19 1/2	10:1	1750	175	3700	55.5	5550	82 x 82 x 82
41D	20	10:1	1750	175	3800	57.0	5700	84 x 84 x 84
42D	20 1/2	10:1	1750	175	3900	58.5	5850	86 x 86 x 86
43D	21	10:1	1750	175	4000	60.0	6000	88 x 88 x 88
44D	21 1/2	10:1	1750	175	4100	61.5	6150	90 x 90 x 90
45D	22	10:1	1750	175	4200	63.0	6300	92 x 92 x 92
46D	22 1/2	10:1	1750	175	4300	64.5	6450	94 x 94 x 94
47D	23	10:1	1750	175	4400	66.0	6600	96 x 96 x 96
48D	23 1/2	10:1	1750	175	4500	67.5	6750	98 x 98 x 98
49D	24	10:1	1750	175	4600	69.0	6900	100 x 100 x 100
50D	24 1/2	10:1	1750	175	4700	70.5	7050	102 x 102 x 102
51D	25	10:1	1750	175	4800	72.0	7200	104 x 104 x 104
52D	25 1/2	10:1	1750	175	4900	73.5	7350	106 x 106 x 106
53D	26	10:1	1750	175	5000	75.0	7500	108 x 108 x 108
54D	26 1/2	10:1	1750	175	5100	76.5	7650	110 x 110 x 110
55D	27	10:1	1750	175	5200	78.0	7800	112 x 112 x 112
56D	27 1/2	10:1	1750	175	5300	79.5	7950	114 x 114 x 114
57D	28	10:1	1750	175	5400	81.0	8100	116 x 116 x 116
58D	28 1/2	10:1	1750	175	5500	82.5	8250	118 x 118 x 118
59D	29	10:1	1750	175	5600	84.0	8400	120 x 120 x 120
60D	29 1/2	10:1	1750	175	5700	85.5	8550	122 x 122 x 122
61D	30	10:1	1750	175	5800	87.0	8700	124 x 124 x 124
62D	30 1/2	10:1	1750	175	5900	88.5	8850	126 x 126 x 126
63D	31	10:1	1750	175	6000	90.0	9000	128 x 128 x 128
64D	31 1/2	10:1	1750	175	6100	91.5	9150	130 x 130 x 130
65D	32	10:1	1750	175	6200	93.0	9300	132 x 132 x 132
66D	32 1/2	10:1	1750	175	6300	94.5	9450	134 x 134 x 134
67D	33	10:1	1750	175	6400	96.0	9600	136 x 136 x 136
68D	33 1/2	10:1	1750	175	6500	97.5	9750	138 x 138 x 138
69D	34	10:1	1750	175	6600	99.0	9900	140 x 140 x 140
70D	34 1/2	10:1	1750	175	6700	100.5	10050	142 x 142 x 142
71D	35	10:1	1750	175	6800	102.0	10200	144 x 144 x 144
72D	35 1/2	10:1	1750	175	6900	103.5	10350	146 x 146 x 146
73D	36	10:1	1750	175	7000	105.0	10500	148 x 148 x 148
74D	36 1/2	10:1	1750	175	7100	106.5	10650	150 x 150 x 150
75D	37	10:1	1750	175	7200	108.0	10800	152 x 152 x 152
76D	37 1/2	10:1	1750	175	7300	109.5	10950	154 x 154 x 154
77D	38	10:1	1750	175	7400	111.0	11100	156 x 156 x 156
78D	38 1/2	10:1	1750	175	7500	112.5	11250	158 x 158 x 158
79D	39	10:1	1750	175	7600	114.0	11400	160 x 160 x 160
80D	39 1/2	10:1	1750	175	7700	115.5	11550	162 x 162 x 162
81D	40	10:1	1750	175	7800	117.0	11700	164 x 164 x 164
82D	40 1/2	10:1	1750	175	7900	118.5	11850	166 x 166 x 166
83D	41	10:1	1750	175	8000	120.0	12000	168 x 168 x 168
84D	41 1/2	10:1	1750	175	8100	121.5	12150	170 x 170 x 170
85D	42	10:1	1750	175	8200	123.0	12300	172 x 172 x 172
86D	42 1/2	10:1	1750	175	8300	124.5	12450	174 x 174 x 174
87D	43	10:1	1750	175	8400	126.0	12600	176 x 176 x 176
88D	43 1/2	10:1	1750	175	8500	127.5	12750	178 x 178 x 178
89D	44	10:1	1750	175	8600	129.0	12900	180 x 180 x 180
90D	44 1/2	10:1	1750	175	8700	130.5	13050	182 x 182 x 182
91D	45	10:1	1750	175	8800	132.0	13200	184 x 184 x 184
92D	45 1/2	10:1	1750	175	8900	133.5	13350	186 x 186 x 186
93D	46	10:1	1750	175	9000	135.0	13500	188 x 188 x 188
94D	46 1/2	10:1	1750	175	9100	136.5	13650	190 x 190 x 190
95D	47	10:1	1750	175	9200	138.0	13800	192 x 192 x 192
96D	47 1/2	10:1	1750	175	9300	139.5	13950	194 x 194 x 194
97D	48	10:1	1750	175	9400	141.0	14100	196 x 196 x 196
98D	48 1/2	10:1	1750	175	9500	142.5	14250	198 x 198 x 198
99D	49	10:1	1750	175	9600	144.0	14400	200 x 200 x 200
100D	49 1/2	10:1	1750	175	9700	145.5	14550	202 x 202 x 202
101D	50	10:1	1750	175	9800	147.0	14700	204 x 204 x 204
102D	50 1/2	10:1	1750	175	9900	148.5	14850	206 x 206 x 206
103D	51	10:1	1750	175	10000	150.0	15000	208 x 208 x 208
104D	51 1/2	10:1	1750	175	10100	151.5	15150	210 x 210 x 210
105D	52	10:1	1750	175	10200	153.0	15300	212 x 212 x 212
106D	52 1/2	10:1	1750	175	10300	154.5	15450	214 x 214 x 214
107D	53	10:1	1750	175	10400	156.0	15600	216 x 216 x 216
108D	53 1/2	10:1	1750	175	10500	157.5	15750	218 x 218 x 218
109D	54	10:1	1750	175	10600	159.0	15900	220 x 220 x 220
110D	54 1/2	10:1	1750	175	10700	160.5	16050	222 x 222 x 222
111D	55	10:1	1750	175	10800	162.0	16200	224 x 224 x 224
112D	55 1/2	10:1	1750	175	10900	163.5	16350	226 x 226 x 226
113D	56	10:1	1750	175	11000	165.0	16500	228 x 228 x 228
114D	56 1/2	10:1	1750	175	11100	166.5	16650	230 x 230 x 230
115D	57	10:1	1750	175	11200	168.0	16800	232 x 232 x 232
116D	57 1/2	10:1	1750	175	11300	169.5	16950	234 x 234 x 234
117D	58	10:1	1750	175	11400	171.0	17100	236 x 236 x 236
118D	58 1/2	10:1	1750	175	11500	172.5	17250	238 x 238 x 238
119D	59	10:1	1750	175	116			

GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MARCH 10, 1928

DEALERS storing grain free will profit by reading an Illinois buyer's condemnation of free storage in "Letters" column, in this number.

FEED grinding as a side line for the grain elevator is favored, judging by the numerous installations of grinding equipment reported in our news columns.

THE REFUSAL of bankers to extend credit to members of the Farmers Union, which is told of in our "Asked-Answered" department this number, should help to discourage the high-powered salesmen who have been stampeding farmers into signing on the dotted line.

SO MANY fires are starting in elevator cupolas from unknown causes all fire insurance inspectors are looking on elevator heads with increasing suspicion and the demand for hand holes large enough to permit thoro inspection of the interior is rapidly gaining force, so a charge may soon be made for elevator heads closed to inspection.

TWO FIRES reported in this number are traceable direct to metal being fed into grinding machinery. The Fort William fire was extinguished with a loss of about \$5,000 while the Oklahoma fire resulted in complete destruction of the plant. Both fires could have been prevented thru the use of a strong magnetic separator which would have removed the iron from the grain before it reached the grinding machinery.

THE CONVENTION season now beginning affords the wise dealer a splendid opportunity to obtain information from his fellow dealers.

NON-POOL farmers realize more for their grain, at least in many instances. One farmer who compared his sales with pool prices reports his gain over the pool price on page 294.

THE LAWSUIT filed by the Terminal Flour Mills of Portland, Ore., against the Shelby Grain Co., of Shelby, Mont., serves to emphasize the advantage of using confirmation blanks for all contracts and thereby escaping the expense and worry of a lawsuit.

FARM RESERVES of grain, altho slightly under last year, still are sufficiently heavy to promise the dealers a fair volume of trade until the new crop arrives. A greater percentage of the corn and wheat crops are to be shipped out of the county where grown this year than on the 1926 crop, according to the Government report.

GRAIN DEALERS of experience in handling the crops of the middle states will long remember the crop of 1927. In most sections each of the major crops, wheat, corn and oats were short and of poor quality. No dealer recalls ever having struggled with three crops of poor grain the same season before and they know they will never have that experience again.

THIEVES, ACCORDING to our news items in this number, recently stole clover seed from an Indiana elevator, beans from a Michigan elevator and oats from a South Dakota elevator. It seems evident that some elevator men are not locking their plants securely enough to cause the average pilferer to hesitate. However, we are glad to note that the vigilance of the elevator men in each case resulted in the apprehension of the thieves and the recovery of the property.

WATER TRANSPORTATION according to some authorities would effect an average reduction of ten cents per bushel in the cost of marketing wheat. The doubling of rail freight rates on grain since 1913 was due directly to the politicians' willingness to give increased wages for votes and the weakness of railroad managers, since the return of railroads to private operation, granting the unreasonable demands of railroad labor unions. High rates for rail transportation must intensify the demands for improved waterways and continue to drive a large volume of business to the gas wagons.

THE HOCH-SMITH principle of rate making that rates be reduced on the products of depressed industries and raised on the products of profitable industries has pernicious possibilities. The commission did this in the Lake Cargo Coal Rate Case, reducing the rate for the unionized mines of Pennsylvania and raising it for the open shop mines of West Virginia. Carried to its ultimate this would mean that the Interstate Commerce Commission would have to go over the books of industries to learn what their profits were, and to take from one industry and hand to another in order to penalize efficiency and force a profit for a decaying industry.

AUTOMOBILE ACCIDENTS told of in our news columns this number took the lives of one Missouri grain dealer and an Iowa dealer.

SEED CORN of quality should soon command an attractive premium as much of last year's crop has not yet been cured. Those who have desirable varieties of high germination shud let it be known.

MINNESOTA ELEVATOR owners who have been building closer to the railroad track than eight feet from the middle of track are being requested to move back. This will necessitate some of the old-time plants being equipped with power loaders or an extra supply of long handled scoop shovels.

FIRES ORIGINATING in electric motors are reported so frequently in our news columns it must be accepted as conclusive evidence that the majority of elevator operators are not giving the care to their motors needed to keep them in prime running condition. Dirt and oil combined with the strain of an overload must be expected to result in fire.

CORN in Indiana and Illinois is mostly of such poor quality it can not be used for seed; and it may profit grain dealers having corn of high germination test to save it for seed in their own communities or for shipment to less favored localities. Seedsmen are reporting an early and unusually strong demand for good seed corn.

DELIVERY OF off-grades of grain on contracts for No. 2 should not be permitted except at a discount in keeping with the current market value. Fixing a discount for any grain when the price is low is contrary to the interests of the seller who delivers off-grade grain when the market price is high. Discounts fixed by cents are not near so equitable as discounts fixed by percentages. This applies to premiums for the better grades as well as to discounts for the lower grades.

FREE TIME is necessary for sampling, grading and selling and in most of the Eastern markets forty-eight hours is considered ample, but in Portland, Ore., a move has recently been inaugurated to increase the free time on cars of export wheat from five to ten days. Needless to say the Merchants Exchange of that city rejected the proposal because it "would clutter up the railroad yards with unsold wheat" and result in the congestion and delay of all grain traffic to the great disadvantage of the market and all concerned.

THE COMPLAINT by the Southwestern Millers League against the grinding of Canadian wheat in the United States by Buffalo mills and the shipment of the flour to Cuba seems to be grounded in the geographical location of the Southwestern mills, which by reason of high freights are unable to take advantage of the Cuban preferential tariff. The Southwestern millers seem to have overlooked one probable result if their complaint is followed by prohibition of the practice, which is that instead of Southwestern millers getting the business, it will go to the Canadian mills.

GREEN BUGS are worrying the crop reporters of the Southwest, but the damage done to the crop has not yet been correctly estimated. Green bugs are present in the Southwest wheat fields every year when we have a mild spring, but only one year in twenty-five have they done any material damage to the growing wheat. The lady-bugs which are their recognized enemies will soon arrive with the warm weather and make war with Wheat's destructive enemy.

NORTH DAKOTA elevator operators are giving more and more attention to the cleaning and preparation of seed for their farmer patrons and finding this work a logical and profitable sideline. One company at Arthur has recently installed both a cleaner and a scarifier. The farmers of that state grow annually such a large acreage of weed seeds which impairs the keeping quality and increases the dockage of all grain that the elevator operators should find the best cleaner obtainable a most profitable investment.

COPPER CARBONATE is of little use as a smut eradicator unless thoroly mixed with seed wheat. Dumping the dust into an elevator boot and expecting the leg to mix it thoroly with the seed wheat handled will give only indifferent results at the best, but the worst of it is that the machinery becomes thoroly coated with the poisonous dust and thereby endangers the lives of humans consuming other wheat handled. The elevator leg never was intended as a mixer and the elevator operator who depends upon it for this service is fooling himself.

INDEFINITE CONTRACTS such as that told of in our Kansas news column this number must be expected to result in differences, disputes and lawsuits. The Farmers Elevator Co., at Gypsum knew what it wanted to do, but it did not insist upon a written contract which would clearly outline the intentions of both parties. The grower of the wheat stored it with the Elevator Company and paid no storage, yet wanted the top of the market a year and eight months after the delivery of the grain. Evidently you cannot give free storage to some farmers without them expecting you to throw in the elevator and its contents.

GOVERNMENT interference with a business ostensibly to benefit the small part of the public having dealings with that business is never warranted when, as is invariably the case, the costs of conducting the business are so increased that the public has to pay much more for the service than was exacted before the government meddled. All the loud-mouthed agitators and a few misguided shippers are heartily in favor of Senator Capper's bill further to regulate the stockyards. At a hearing at Washington this week the supposed beneficiaries of the fool bill were loud in their objections, Senator Capper himself being flabbergasted when the Iowa Co-operative Live Stock Shippers Ass'n representatives declared themselves dead against any restrictions on packer buying that would in any way hamper competition. The Texas Co-operative Live Stock Shippers Ass'n, and other shippers opposed the Capper bill, which in effect is the exercise of a tyranny by a small minority.

More Care Needed in Handling Combined Wheat.

Combines not only effect a saving in labor and a reduction in the cost of harvesting small grain, but their use also increases the moisture test of many lots of grain, reduces the protein test and the keeping qualities of the grain so that elevator operators need to exercise greater caution and care in handling all grain harvested with a combined mower and thresher. Buyers must not only study the condition of all combined grain received, but confer with their brother-dealers and seek to profit by their experience in handling grain harvested with a combine.

Many shipments of combined wheat heated in transit last fall and the dockage suffered by country shippers helped to wipe out the season's profit. It is imperative that every elevator operator handling combined grain should install a moisture tester and use it frequently to determine the percentage of water he is getting with the wheat not only to assist him in determining the dockage he must expect to receive when shipment arrives in terminal market, but to assist him in placing the grain in merchantable condition before he loads it in a car for shipment.

Screening all small grain to remove green grass seed and blowing the clean grain to remove some of the moisture will be found profitable. Elevator operators who are not equipped with fan or screen are not in position to handle safely grain fresh from the combine.

Compelling Pool Support.

The promoters of the wheat pool of western Canada are credited with many misrepresentations and bulldozing tactics in forcing the farmers into giving the wheat pool their full support, but the formal action taken by the United Farmers of Canada, Saskatchewan Section, March 2, in seeking to obtain legislation compelling the marketing of all wheat thru the pool as soon as 75% of the wheat acreage in the province was bought under contract to the pool is dictatorial to an extreme degree. This is surely an autocratic move and we doubt very much that the liberty-loving farmers of the prairie province would long tolerate such dictation.

We know that the outcry against such autocratic methods would shake the heavens if the legislature enacted a law requiring all farmers to sell their wheat to Rob-em & Skin-em Co. Such legislature is not in keeping with the constitutional rights of citizens under any democratic form of government because it deprives the individual of the right to contract as suits his own personal preference. The vote on this autocratic move stood 309 in favor of the resolution, 263 opposed and 120 present but not voting.

Such narrow intolerance of the rights and wishes of farmers who have earned the right to market their grain as they please borders on fanaticism. What would the champions of this ill-advised move think if the farmers who have not seen fit to join the pool would petition the legislature to enact laws denying pool members the right to market their grain thru

the pool? Bigotry which seeks to dominate the personal preference of citizens as to the most economic methods of conducting any business transaction is out of place in this day and age and it is ridiculous that any group of men should even suggest such despotic action.

The McNary-Haugen Bill.

The farm relief propositions have been so thoroly threshed out in Congress that the principles are now pretty well understood. The advocates of federal intervention in behalf of the farmer have shown a willingness to accept any changes in detail so long as there are retained the principles that the agrarian population shall be empowered to control and raise the price to be paid by the domestic consumer, and that this power shall be bestowed by the federal government.

The dairy interests and many other farm activities that would not be benefited by the bill are opposed or lukewarm, and it is clear the demand comes only from the agitators who believe they would profit thereby. The larger public that would pay the price as consumers are not organized in opposition, and the farm bloc holds the balance of power between the two leading political parties, hence the apparent ease with which this legislation slips thru Congress.

Just as the corn laws of England were a burning political question at one time, so the question of high prices for food may become sufficiently political after a year of McNary-Haugenism to change the cleavage in United States policies to agrarian and anti-agrarian. With the anti-agrarians greatly outnumbering the farmers the latter's enjoyment of their special privileges would be cut short.

In the meantime such few commodities as the board chose to operate upon would have their established dealing completely disrupted. All handlers of the commodity in the operating period would try to get under the wings of the Farm Board in order to share in the equalization fund, with the reservation that, this not being a time of war, the handlers would weigh carefully the burdens laid upon them, and decline to come in at all if the equalized commodity was only a part of their business. So many would remain out that the Board would be forced to adopt a licensing system in order to carry its benefits to every individual grain grower in the country, and this licensing system would have to be so liberal as to impose no burden on the regular dealer who desired to pass on the benefits to his farmer patrons.

This practical necessity to make handling attractive to the regular dealers is the same as that confronting the wheat pools in the States and in Canada, who have contracted with the regular dealers for the use of their elevators. Such use of the existing facilities of the regular dealers will be on a basis profitable to the dealers if they unite in presenting to the authorities a workable plan. The great advantages of coming to the front with practical suggestions are realized when we consider what the flour millers of America gained for their industry by presenting a plan to the U. S. Food Administration during the war.

Watchful waiting is indicated as the present wisest policy for the grain trade.

The Supreme Court Decision on Pooling Contracts.

Under the Kentucky statute incorporating co-operative companies the company has no power to buy from non-members, and if a member defaults in delivery the pool can not buy in from a non-member to make good the default and establish its loss. Hence the justification in the mind of the Supreme Court for the penalty of \$500 upon anyone persuading a member to breach his contract.

In the view of the court, also, the pools are under the special protection of the state, when they deal in products of the farm, declaring that the public is interested in making agriculture profitable. The decision appears elsewhere in this number.

Accepting the decision of the court in approving special privileges for pools in farm crops, regular dealers will have the additional burden when buying of a grower to ask themselves whether they have received due notice that his crop is under contract to a pool. Buying a crop after notice will subject the dealer to the penalty.

Dealers will save themselves trouble by recording on a black-list the names of farmers against whom they have notices from the pools of contracts made by said farmers. It will do no harm to post this black-list prominently in the office so that the persons blacklisted may know their grain will be acceptable only when sold in the name of a third party. When the farmer pleads with the dealer in the name of friendship to buy his grain the dealer can justify his refusal by pointing to the decision subjecting him to a heavy penalty for accommodating his farmer friends with cash for grain.

In Minnesota the situation is different, the similar law having been declared invalid, so dealers there need pay no attention to pool notices.

In Kentucky, it was within the power of the state court, the U. S. Supreme Court held, to declare the law invalid, and the Supreme

Court declined to exercise that jurisdiction. Even a court of Kentucky, overrun by night-riders, would not penalize a dealer who bought unwittingly from a pool member.

The Caraway Bill

The Caraway Bill to prohibit dealing in grain and cotton for future delivery after being introduced at every session of Congress since the Arkansas senator developed a hankering for farmer votes has finally gone to the Senate with the feigned approval of the Agricultural Com'te. It is doubtful if any law limiting or restricting the right of contract can gain the approval of the U. S. Supreme Court because it is in direct conflict with the citizen's right to contract.

The learned senator may be honest in his desire to be of real help to the wheat and cotton producer, but every time he drives a prospective buyer of wheat or cotton from the market he hurts the producer. It does not make any material difference to the producer whether the buyer purchases his products for the purpose of speculation, consumption or destruction, so long as the buyer comes into the open market and actually buys he helps to boost the market value of the product to the full extent of his purchases.

If the Arkansas senator is really anxious to help the producer then he should introduce laws which will help all classes of buyers. The greater the competition for the producer's product the greater will be its market value. As has frequently been pointed out in these columns the meddling politicians are responsible for more of the farmer's ills today than any other factor and the Caraway Bill is a fair sample of the fool legislation which has been enacted during recent years intended to give some measure of relief to producers. Agitation of the so-called farmers' problems has resulted in legislation which has done far more harm than good to the farmers' real interest.

Landlord's Lien Superior to Crop Mortgage.

William Cooper rented a farm under a written agreement to pay \$3 per acre cash rent, and $\frac{1}{3}$ of the crop, and that title to all crops should remain in the landlord until final settlement.

The landlord, S. L. Winans, showed this contract to Oral B. Light, grain buyer, operating an elevator, after part of the wheat crop had been delivered to the elevator.

Cooper gave the local bank his note for \$1,350 with a chattel mortgage on his $\frac{2}{3}$ interest in the crop, and the mortgage was promptly filed with the county recorder. At threshing time Winans agreed that Cooper should haul the wheat to the elevator, but Cooper did more, by selling it.

Light paid Winans for $\frac{1}{3}$ of the wheat delivered to his elevator, paid part of the remainder to Cooper and issued three checks for part to Belden, thresher; Mather, president of the bank; and Winans, landlord. He sent the checks to the bank, where Mather wrote the indorsement on the back "Belden, Mather & Winans" on each check and received the sum of \$415.70. Mather presented these checks without the knowledge of Winans. Then the bank, out of the \$415.70, paid Belden's thresh bill of \$139.25, Cooper's share of the hail insurance tax, \$32.66, and applied the remainder on its chattel mortgage debt.

Under the lease, however, there was still due Winans \$319.50 cash rent, for which he brought suit against the bank and Light, in the circuit court of Brown County, South Dakota, and was given judgment, affirmed Feb. 4, 1928, by the Supreme Court of South Dakota, on the ground that the lease provided title to remain in Winans until final settlement.

The landlord's lien was in existence when Light issued the checks, and Winans was not limited to recourse against Mather for indorsing the checks without Winans' knowledge or consent. It would seem that Light would have recourse against Mather, but the court did not go into this angle of the suit.—217 N. W. Rep. 635.

Listing "Accounts Receivable," which are uncollectable among one's assets is placing a double burden on elevator operators. Paying taxes on side-line sales that never will be paid for is a costly process of "kidding" one's self into paying an income tax on profits you will never collect. Better put your doubtful accounts in "Suspense."

Ship Liable for Damage to Oats Cargo.

Rosenbaum Bros. on Jan. 20 to 22, 1926, loaded 244,675 bus. of No. 2 white oats on the steamer H. A. Rock at Chicago to the order of the Eastern Grain, Mill & Elevator Corporation, Buffalo, N. Y.

The grain was held in winter storage, and on May 3 the boat started for Buffalo, about 40 or 50 miles from which port it encountered a field of ice at the eastern end of Lake Erie. Half a hundred others boats were trying to get thru this field of ice. The Rock bucked the ice from May 7 until the evening of May 13, breaking off all four blades of its propeller on the evening of May 8. At about that time a break was discovered in the part of the water service pipe leading up thru No. 1 cargo compartment.

When the discharging of the cargo began May 14, there was discovered in No. 1 hold a pyramid of a mass of blackened and burned grain under the deck which was at the place where the break in the pipe occurred. In that hold the grain was damaged 15 feet deep, in No. 2 compartment 4 ft. at one end and 2 ft. deep at the other end. There was a considerable growth of grass under the point where the pipe had burst.

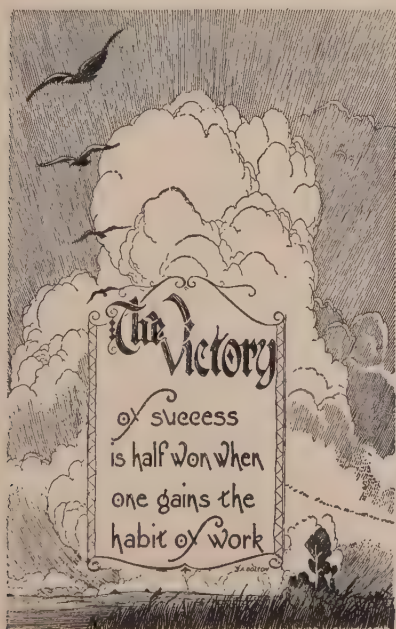
The Eastern Mill Grain Mill & Elevator Corporation brought suit to libel the steamer and the Forest City Steamship Co., and on Nov. 2, 1927, was given judgment, the court saying:

I am led to the conclusion that the weather met with by the ship in its run down Lake Michigan, which was suggested as being sufficiently stormy to bring about the breaking of the pipe, was not unusual weather, and does not come within the description of a peril of the sea. It was not sufficiently severe to break a sound and properly installed pipe. The only other period in the voyage during which it is contended that the danger of navigation or peril of the sea was responsible for the breaking of the pipe was when the ship passed thru the ice field in the eastern end of Lake Erie.

The accepted definition of a "peril of the sea" is a storm or a condition catastrophic in character. I find that the condition of the lake in the vicinity of Buffalo at the time the Rock pushed its way thru was not of such a character. It was a condition of navigation reasonably to be expected in the lake at that time of the year, and not only were a large number of ships entering Buffalo at the same time the Rock did, but a number of others left the port of Buffalo at that time, knowing that the ice field was directly before them. Navigation of the field of ice thru which the Rock passed in entering Buffalo was not of a character to burst or break a properly constructed pipe or elbow.

The ice field in question was not a solid mass of ice, but it was a field of soft material, thru which all the ship-owners on the lakes found it practicable to navigate although necessarily slowly.

I do find that the pipe and elbow were not in perfect condition at the time the ship broke ground at Chicago.—22 Fed. (2d) 198.



"If we did not have any difficulties, any office boy could run our business. We are developed by overcoming obstacles."

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

The Meaning of "Hedging."

Grain Dealers Journal: I would like to have an explanation of the word "hedging."—Paul Hance, Troy, O.

Ans.: To hedge is to balance one sale or one purchase of grain with a purchase or a sale of the same quantity of grain for future delivery, so that the fluctuation in price of the cash grain sold or bought will be offset by the rise or fall of the future on the Board of Trade.

Bankers' Resolution on Farmers Union?

Grain Dealers Journal: What was the wording of the resolution passed by a convention of Illinois Bankers at St. Louis in regard to extension of credit to farmers who had signed the 10-year contract of the Farmers Educational & Cooperative Union of America?—Louis Waag, mgr. Farmers Cooperative Elevator Co., Petersburg, N. D.

Ans.: This resolution was adopted Nov. 8, 1927, at Peoria, Ill., by the Illinois representatives of the Farm Land Bank of St. Louis, a Federal Bank, 100 Illinois Counties being represented and over 70 Illinois farm advisers being among the delegates. The resolution was adopted unanimously, as follows:

RESOLVED, that the Secretary-Treasurer exercise great care in accepting applications for farm loans, where the applicant has signed a Farmers Union 10-year contract in Illinois, because high legal advice has ruled that these contracts will tie up his farm products to an extent that he may be prevented from meeting his interest and amortization payments.

Dealer Without Notice Not Liable.

Grain Dealers Journal: Would like your interpretation of the threshers lien law in this case.

A tenant of no responsibility shells his share of the corn in the winter, and the shelling bill for that time is taken care of, the balance of the corn which is the property of the landlord is not shelled until the following fall. Who is responsible to the sheller of the corn?

The landlord would have to take care of the shelling, but would he still have a lien against the buyer of the grain on account of the purchase of the tenant's corn at the much earlier date.

If so the buyer of the grain in all cases in which he is in doubt would have to deduct sufficient at the time of buying the tenant's corn to take care of the shelling of the landlord's corn at whatever date he should choose to shell.

Am I correct in this interpretation?—R. A. McClelland, Dwight, Ill.

Ans.: Yes, the lien of the landlord is good until the tenant has discharged all his obligations under the lease, to the landlord, which would include the cost of shelling the landlord's share, it being understood the landlord was to receive his share shelled.

The grain buyer is justified in holding out from the tenant the cost of shelling, under the circumstances.

A somewhat similar case involving the cost of threshing in *Winans v. Light* was recently decided against the grain dealer, Oral B. Light, by the Supreme Court of South Dakota, as published elsewhere in this number. Mr. Light held out the amount of the thresher's bill and the value of the landlord's third; but the banker to whom he gave the check kept the money instead of paying the landlord, the court holding the lien good until final settlement.

Shortage of Agent?

Grain Dealers Journal: On page 94 of the Journal for Jan. 25 in the "Asked and Answered" column is an article entitled "Shortage of Agent."

In re your answer "that overage on dockage should be credited to agent," is this your opinion, or is it a court decision?

I have never been short gross weight and have always been over on dockage, but on the last crop I was up against something I had never run across before.

Putting it at a minimum 90 per cent of the grain delivered to this station carried excess moisture. We were up against a car shortage, and some of this grain had to be turned several times to keep cool, which dried it out more or less. Further, we had part cars that it was necessary to carry in the house quite a while. As this was turned occasionally it also dried.

We know moisture is water, and altho bot at a discount, we knew we were buying some water. All grain here is combine harvested, and account the exceptional season farmers insisted on getting their grain off the ground and took the price we offered.

I shipped tough wheat as fast as cars were obtainable, but at the present time I have 400 bus. of wheat that came in with 16 per cent of moisture in it that I have been unable to ship. By running it I have it down to 14 to 14½%. This has been in the house 60 days. Who is going to stand that 1½% shrink?

I am long better than 1 per cent on dockage; and I do not think I am short very much, if any, on gross (that has not been checked).

This is quite a proposition, and no doubt a good many buyers, where combines are used, will be interested in this, as there are mighty few of them that do not "get some" tough stuff.

We took an additional amount of dockage to cover this moisture and it has been reported as gross weight. Now that a part of it has dried out in the house we will be reported short GROSS (?).

What is the answer? I believe, before I pay a shortage, I would go thru court. Have any buyers had an experience of this kind. Let's hear of it.—A Montana Buyer.

Ans.: J. A. McBrady, agent at Barry, Minn., was given judgment against the Monarch Elevator Co. for \$516 by the Supreme Court of Minnesota on account of \$650 shortage the company charged him with on net terminal weights. The contract of employment was that McBrady should inspect and weigh the grain, make the necessary dockage and issue tickets for the net amount of grain received. He was held responsible for the gross weight at the terminal points and the court held "In estimating whether or not there was a shortage in any particular kind of grain between the gross amounts at the elevator and at the terminal points McBrady was entitled to a credit for overages in any other kind of grain received and shipped."

Judge Lewis said "Such a contract as the company insists upon would be so manifestly harsh and unjust that it would require clear evidence that McBrady had subjected himself to its terms."

The court found that the claimed shortage in flax may have been due to the difference in dockage. Instead of being short 258 bus. of flax, as claimed, the court found McBrady was over 247 bus. of flaxseed.

In the suit by the Fidelity & Casualty Co. against the estate of E. W. Crays, agent for the Peavey Elevator Co., to recover for a shortage which the guaranty company had made good, the Faribault County Court found in favor of the estate. The evidence of the shortage was the returns of the terminal elevator, and as Crays had no control over the terminal elevator this evidence was excluded and the court found no proof of fraud.

In *Ames-Brooks Co. v. Fidelity & Deposit Co.* the court decided against plaintiff's action on the bond covering Geo. Fulton, agent at Bartlett, N. D., on the ground defendant could not be held liable if the shortage was due to poor trading and not to dishonesty.

The loss due to shrinkage of any commodity always falls on the owner thereof. A line company agent is never at any time the owner of the grain.

Altho we know of no suits between agents and principals involving shrinkage due to evaporation of moisture, we believe that if the agent

can show the grain taken into the house contained excess moisture and the tests were lower at the terminal no court would hold him liable for that amount of shortage. Growers and handlers having experience handling combined wheat know it generally contains an excessive amount of moisture and invariably elevator operators strive to move it quickly so it will not heat in store. Every time it is turned it loses both by abrasion and by evaporation. When damp grain is taken into an elevator it should be docked for excessive moisture. The buyer should pay for grain, not for water.

Grain Movement Thru Vancouver?

Grain Dealers Journal: It is reported that there will be a heavy movement of grain by Chicago firms thru Vancouver port to Europe and that hundreds of thousands of bushels have already been shipped. I would like to have information about this shipment and the probable trend of future shipments.—W. H. Gallienne, vice-consul, British Consulate General, Chicago, Ill.

Ans.: We are informed by James Norris, a leading exporter of United States and Canadian wheat, that there was a seasonal movement of wheat for export thru Vancouver from December to March and that the movement is over for the present. It is true that Chicago firms have shipped large quantities of wheat thru Vancouver.

Must We Pay Landlord for Tenant's Oats?

Grain Dealers Journal: In August, 1927, we bot a load of oats, 84 bus., from a stranger who claimed he owned them. He was farming about six miles from here. Since that time he has quit farming and disappeared.

His landlord now claims that we must pay him (the landlord) for the oats. We had no prior notice from the landlord regarding his tenant. I have since learned that the man raised about 1,000 bus. each of corn and oats on the farm.

Did the tenant not have a right to sell his own share, whether he was renting for cash or share rent? Under the circumstances are we liable for this load of oats after paying the party that delivered them?—Kerr Grain Co., St. Anne, Ill.

Ans.: The landlord's lien expires 6 months after the end of the term of the lease.

The grain dealer is not liable unless he had notice of the lien, by recording or otherwise, before paying the farmer. In this case, not having received notice, the grain buyer is not liable.

Wheat Production in Ten Leading States?

Grain Dealers Journal: We have frequent inquiries for information as to the production of wheat by the leading growing states, and are writing at this time to ask if you could give us the production of the ten leading states during the past five crop years.—H. G. Mundhenk, secretary, Denver Grain Exchange Ass'n, Denver, Colo.

Ans.: The wheat production in the ten leading states and Colorado for the past five years, as reported by the U. S. Dept. of Agriculture, has been as follows:

Wheat Production of Leading States. (Bus.: 000 Omitted.)

	Winter Wheat.				
	1923	1924	1925	1926	1927
Colo.	12,720	15,974	10,752	14,484	16,003
Ind.	34,188	31,365	25,636	33,940	27,621
Ill.	60,534	34,251	34,960	38,934	30,956
Kan.	83,678	153,644	74,750	150,057	111,283
Neb.	28,220	54,483	31,661	37,165	70,868
Ohio	42,588	37,313	23,910	40,252	28,980
Okl.	36,300	54,874	28,282	73,745	33,372
Ore.	21,725	13,035	7,700	16,720	23,400
Tex.	16,370	25,826	6,552	32,796	17,945
Wash.	37,015	19,354	9,300	19,481	33,684

Spring Wheat, Including Durum.

	1923	1924	1925	1926	1927
Ida.	19,111	12,180	15,080	14,452	20,100
Colo.	5,280	5,056	5,013	3,968	5,994
Minn.	19,281	34,313	26,390	22,256	18,080
Mont.	39,940	40,775	31,773	37,450	65,952
N. D.	58,660	134,618	112,378	77,081	124,970
Ore.	5,082	2,415	11,200	1,936	3,382
S. D.	25,982	33,018	30,940	10,973	44,303
Wash.	24,728	7,946	27,540	21,420	19,660

Washington Politicians in Action

Senator McNary on Mar. 8 made a report to the Senate on the modified McNary-Haugen farm relief bill. He claimed it was "radically different and yet based on the same principles." The bill now is double-barreled. If the courts plug the equalization tax the price fixers have another barrel to shoot in the form of a wad of \$250,000,000 of federal taxpayers' money, all in the same bill. The redraft also meets another of President Coolidge's objections by restoring to him the president's constitutional power to name the board.

Pres. Coolidge held conferences on farm relief Feb. 29 with Senator McNary, Sec'y of Agriculture Jardine, rep. Purnell of Indiana.

Sydney Anderson, president of the Millers National Federation, told the House Com'te on Agriculture that "private operators at present take a commercial risk of supply and demand. Under the proposed legislation an additional risk of what the board will do is introduced."

Connally of Texas objected to the equalization fee because it was unconstitutional and this tax would work a hardship on the farmer. He objected to the McNary-Haugen bill because it would put the administration into the hands of the co-operatives who represent the smaller proportion of farmers.

Chairman Haugen interrupted to say that one million persons favored that form of relief; and Mr. Connally retorted "Yes, one million out of 110,000,000."

Fred Sexaurer, of Iowa, rep. the National Dairymen's League, told the Com'te that the dairymen favored the enactment of the equalization tax for the benefit of others, but that the dairymen do not need any "operating period." He said they did not want to pay the equalization fee.

The Minnesota delegation appeared before the House Com'te on Agriculture Feb. 29 to urge passage of the McNary-Haugen bill with or without the equalization tax.

Sec'y W. M. Jardine has recommended to the House Com'te on Agriculture that the Vinson bill, H. R. 11017, for a cotton futures trading law, be enacted. It contains a declaration by Congress that cotton futures trading is affected by a public interest, that futures are susceptible to manipulation and control, that unreasonable fluctuations in prices occur and render regulation imperative.

An appropriation for corn borer research amounting to \$150,000 is included in the appropriation bill for the Dept. of Agriculture. The bill carries \$373,000 for corn borer control.

The House on Mar. 2 amended the agricultural appropriation bill prohibiting the expenditure of funds by the Bureau of Agricultural Economics in making forecasts of the future prices of cotton.

Hearings began Feb. 28 on S. 3368 to prevent direct buying of hogs by packers. The bill authorizes the Sec'y of Agriculture to declare the private yards of the packers to be public and makes it unlawful to "engage in any course of business for the purpose of changing the normal flow of livestock in commerce."

Hearings under Senate Resolution 142 investigating alleged manipulation of cotton prices started this week by the sub-com'te composed of Senators Smith of South Carolina, chairman; Ransdell, of Louisiana; Heflin, of Alabama; Capper, of Kansas, and Frazier, of North Dakota. Activities of exchanges, cotton merchants, bankers, millmen and the Dept. of Agriculture will be studied, to determine whether there was any manipulation in connection with reports of the Department of Agriculture. The com'te has power to subpoena witnesses.

The Pittman bill, relieving short line railroads from the recapture clause in the transportation act, was passed by the Senate Mar. 6.

H. R. 9040 was passed by the House Feb. 29. It establishes standard weights for com-

mercial feedingstuffs packages and products of wheat, rye and corn mills, on the decimal basis. The 24½-lb. bag of flour would become 25 lbs., etc.

Representative Dickinson of Iowa told the House Com'te on Appropriations Feb. 29 when amendments to the Grain Futures Act were under consideration that: "Your whole machinery is not effective. Without some sort of authority under the grain futures act you can not determine what grade of grain shall be delivered under the futures contract, and, if the delivery is made at so much below the grade, they may make an immense profit by reason of it. You have no control of it. What I am hoping to do is to lay the foundation so that some one may have enough courage somewhere to suggest an amendment to the grain futures act because it is probably imperfect in a great many respects. Unless something of that sort is done we may as well repeal the whole thing. As long as a man may manipulate the stuff, both as to grade and price, on wheat, for instance, it will not operate in any way to stabilize the market. Unless that sort of manipulation can be controlled or provision is made for putting the manipulator in jail for his manipulations the whole act is insufficient."

A bill repealing the Hoch-Smith resolution has been introduced by Senator Glass of Virginia, who is dissatisfied with the results since the time of its adoption, 3 years ago.

S. 1414, to regulate futures in cotton seed oil, has been reported to the Senate.

H. R. 11286, by Edwards, would establish a Farm Relief and Finance Corporation.

S. J. 59, authorizing the president to pay certain claims of grain elevators and grain firms has been reported to the House.

S. J. Res. 61, was reported to the Senate, and would provide for an "Agricultural Day." It should be called the Agitators' Victory.

S. 3367, by Walsh of Montana, would amend the U. S. Grain Standards Act to require that the protein test be used in grading wheat.

H. R. 11414, by Summers, would authorize the Secretary of Agriculture to establish trading rules and business practices for dealers in fruits and vegetables.

H. R. 11358, by Connally, would establish Federal Agricultural Export Corporations for the stabilization of prices thru the issuance of export debentures.

House Res. 21, by White, would require study of values and relative values by the Bureau of Standards. If enacted the law may be construed by the bureaucrats as an instruction to forecast prices.

Bill to Prevent Future Trading.

The Senate Com'te on Agriculture and Forestry on Mar. 3 voted to report out Senator Caraway's bill S. 1093, to prevent the sale of cotton and grain in future markets. For several years Mr. Caraway, who seems ignorant of business practices, has been pressing such a bill. Mr. Ransdell, of the com'te, is preparing a minority report against the bill. The bill follows:

Hedging Made Unlawful.—Sec. 2. It shall be unlawful for any person to send, or cause to be sent, any message offering to make or enter into a contract for the purchase or sale for future delivery of cotton or grain without intending that such cotton or grain shall be actually delivered or received, or offering to make or enter into a contract whereby any party thereto, or any party for whom or in whose behalf such contract is made, requires the right or privileges to demand in the future the acceptance or delivery of cotton or grain without being thereby obligated to accept or to deliver such cotton or grain; and the transmission of any message relating to any such transaction is hereby declared to be an interference with commerce among the States and Territories and with foreign nations. Any person who shall be guilty of violating this section shall, upon conviction thereof, be fined in any sum not more than \$10,000 nor less than \$1,000, or shall be imprisoned for not more than six months nor less than one month, or both such fine and imprisonment, and the sending or causing to be sent of each such message shall constitute a separate offense.

Seller Must Be Owner.—Sec. 3. It shall be the duty of any person sending any message re-

lating to a contract or to the making of a contract for future delivery of cotton or grain to furnish to the person transmitting such message an affidavit stating that he is the owner of such cotton or grain and that he has the intention to deliver such cotton or grain; or that such cotton or grain is at the time in actual course of growth on land owned, controlled, or cultivated by him, and that he has the intention to deliver such cotton or grain; or that he is at the time legally entitled to the future possession of such cotton or grain under and by authority of a contract for the sale and future delivery thereof previously made by the owner of such cotton or grain, giving the name of the party or names of parties to such contract and the time when and the place where such contract was made and the price therein stipulated, and that he has the intention to deliver such cotton or grain; or that he has the intention to acquire and deliver such cotton or grain; or that he has the intention to receive and pay for such cotton or grain: *Provided*, That any person electing to do so may file with the telegraph, telephone, wireless telegraph, or cable company an affidavit stating that the message or messages being sent, or to be sent, for the six months next ensuing by such person do not and will not relate to any such contract or offers to contract as are described in section 2 of this Act, and any such company shall issue thereupon a certificate evidencing the fact that such affidavit has been duly filed, and such certificate shall be accepted in lieu of the affidavit herein required at all the transmitting offices of such company during the life of said affidavit. Any person who knowingly shall make a false statement in any affidavit provided for in this Act shall be punished by a fine of not more than \$5,000 nor less than \$500, or shall be imprisoned for not more than two years nor less than one year, or by both such fine and imprisonment. And any prosecution under the provisions of sections 2 or 3 of this Act the proof of failure to make any affidavit herein required shall be prima facie evidence that said message or messages related to a contract prohibited by section 2 of this Act, and the proof of failure to deliver or receive the cotton or grain called for in any contract for future delivery of cotton or grain shall be prima facie evidence that there was no intention to deliver or receive such cotton or grain when said contract was made.

Sec. 4. Any agent of any telegraph, telephone, wireless telegraph, or cable company to whom messages herein described may be tendered is hereby required, empowered, and authorized to administer any oath required to be made under the provisions of this Act with like effect and force as officers having a seal, and such oaths shall be administered without any charge therefor.

Wire Companies Penalized. Sec. 5.—It shall be unlawful for any person owning or operating any telegraph or telephone line, wireless telegraph, cable, or other means of communication or any agent, officer, or employee of such person, knowingly to use such property or knowingly to allow such property to be used for the transmission of any message relating to such contracts as are described in section 2 of this Act. Any person who shall be guilty of violating this section shall upon conviction thereof, be punished for each offense by a fine of not more than \$10,000 nor less than \$500, and the sending of each message in violation of the provisions of this section shall constitute a separate offense.

Censorship.—Sec. 6. Every book, newspaper, pamphlet, letter, writing, or other publication containing matter tending to induce or promote the making of such contracts as are described in section 2 of this Act, is hereby declared to be nonmailable matter, and shall not be carried in the mail or delivered by any postmaster or letter carrier. Any person who shall knowingly deposit, or knowingly cause to be deposited, for mailing or delivery, any matter declared by this section to be nonmailable, or shall knowingly take or cause the same to be taken from the mails for the purpose of circulating or disposing thereof, or of aiding in the violation of any of the provisions of this section, may be proceeded against by information or indictment and tried and punished, either in the district at which the unlawful publication was mailed or to which it is carried by mail for delivery according to the direction thereof, or at which it is caused to be delivered by mail to the person to whom it is addressed. And the punishment for the violation of this section shall be the same as the punishment prescribed in section 2 of this Act for the sending or receiving of messages.

Sec. 7. The Postmaster General, upon evidence satisfactory to himself that any person is sending through the mails of the United States any matter declared by section 6 of this Act to be nonmailable, may instruct the postmasters in the post offices at which such mail arrives to return all such mail to the postmaster in the post office at which it was originally mailed, with the word "unlawful" plainly written or stamped upon the outside thereof, and all such mail, when returned to said postmaster, shall be returned to the sender or publisher thereof under such regulations as the Postmaster General may prescribe.

[Concluded on Page 295]

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Wants All Interests to Work Against Free Storage.

Editor Grain Dealers Journal: Some time since I noted an inquiry from a correspondent as to what was the matter with the grain business. The writer believes he can give the reason for nearly all the failures in the grain business in Illinois. Namely, the unrestricted free storage of grain in country elevators.

The writer has been a manager of grain elevators for the past twenty years, and has always shown a profit for the business. This has been done by consistently avoiding the storing of grain in spite of the fact that competitors persistently sought to gain business by soliciting grain for free storage. Human nature is such that something for nothing catches customers.

Some of our competitors of the past are bankrupts today, and the community which was served has been the loser. Giving free storage is a practice used to gain business that can't be gotten by legitimate methods. The sad thing about this is that the community suffers more than does the dealer.

We believe that both the grain dealers association and the agricultural organizations have neglected an opportunity to do something constructive for the elevator men of the state and also the farmers. It is a serious matter for any community to have an elevator fail for many thousands of dollars, leaving a lot of stored grain not paid for. This not only hurts the farmers, but also his creditors and everybody in the community.

Banks that accept deposits from the public are subject to regulation. Why not elevators? Until something is done along the line of subjecting unscrupulous and ignorant people, so long will both the public and elevator operators continue to suffer.

So long as a man takes in grain and ships it out, the banker has no way of knowing his financial standing. He carries a good balance at the bank until he is called upon to settle, then comes the crash. As far as a dealer being able to ship out grain not bought, and attempt

to hedge in the future, anybody should know that means failure nearly every time the attempt is made.

In conclusion, we believe the Grain Dealers Journal, the Illinois Grain Dealers Ass'n, the Farmers Elevators, and the Agricultural Ass'n could remedy this situation by working together.—J. R. Reynolds, Manager Paw Paw Co-operative Grain Co., Paw Paw, Ill.

Non-Pool Farmer Asks for Comparison of Results.

In reply to the assertion of the pool management that "There is not a single good reason why any intelligent farmer should turn his grain over to the trade to be sold in competition with pool wheat," etc., I submit for your consideration a statement of returns on grain shipped from my farm at Neelin, Man., and sold on the open market at Winnipeg and have tabulated for comparison the prices that pool farmers received for the same grade of grain. The prices are Fort William prices less commission in the case of grain sold through trade and Fort William prices less pool deductions from pool prices. I have also shown the gains and losses over the price pool members would have received for same grain.

While I did not succeed in hitting the top of the market in any year I have beaten the pool prices on this grain by a total of \$313.21 and have had the added advantage over the pool members of receiving a full cash settlement on each shipment when sold. Many farmers who have had more experience than I in grain marketing have no doubt done better. That it is so satisfactory is due largely to good advice from the firm who handled the grain.

I offer this statement as a contradiction to the implication in the pool advertising that non-pool farmers are selling their grain for less money than the pool is paying—to the hurt of the pool.

I believe that grain marketing conditions at present are more satisfactory to farmers than they have been in the past in this respect that the farmers who believe that co-operation is the cure for all marketing ills have now a satisfactory outlet for their grain thru the pool and the man who prefers to do his own business and thinking may sell his crop when he pleases in the open market thru the trade.

To those farmers pool or non-pool who see the advantage of present conditions and are willing to grant to others the privileges they wish for themselves I would say I am willing to compare results with you and I would ask that more non-pool figures be published that pool members may better understand the position of the non-pool farmer.

This comparison will, I believe, be a more satisfactory source of information to all than pool management advertising propaganda.—W. B. Patterson in the *Grain Trade News*.

Wm. W. McMillan of Winnipeg Dies.

William W. McMillan, 77, a charter member and a founder of the Winnipeg Grain Exchange, died at Miami, Florida, quite unexpectedly on Feb. 23. Trading in the Winnipeg pit ceased for a moment in silent tribute to this pioneer grain and milling merchant. He had only been in Florida a few days, where he was visiting his son.

With his brother, Sir Daniel McMillan, a former lieutenant governor of the Province of Manitoba, flour mills at Winnipeg, and Quappelle, Saskatchewan, were conducted from 1882 until 1902, after which time their interests were exclusively devoted to the grain business. Their grain firm became known as the Dominion Elevator Co., of which the late Mr. McMillan was vice-president. While he had more or less retired from business of recent years, he was, however, a regular visitor on the Exchange floor, and was last seen there a week or so prior to his death.

In addition to having held offices in the Win-

nipeg Grain Exchange, Mr. McMillan was at one time the president of the Northwestern Grain Dealers Ass'n.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Mar. 20. Ohio Grain Dealers Ass'n District Meeting, Marion, O., Y. M. C. A., at 6:30 p. m., Hotel Harding headquarters.

Mar. 21. Ohio Grain Dealers Ass'n District Meeting, Columbus, O., Southern Hotel, at 6:30 p. m.

Mar. 20-22. Farmers Co-op. Grain Dealers Ass'n of Kansas, Dodge City, Kan.

May 1-2. Western Grain Dealers Ass'n twenty-eighth annual convention, Sioux City, Ia., Hotel Martin probable headquarters.

May 18-19. Grain Dealers Ass'n of Oklahoma, Enid, Okla.

May 10-11. Illinois Grain Dealers Ass'n thirty-fifth annual convention at Joliet, Ill., Hotel Louis Joliet headquarters.

May 15-16. Kansas Grain Dealers Ass'n thirty-first annual meeting, Dodge City, Kan., headquarters at the new "Lora-Locke" Hotel.

May 24-26. American Feed Manufacturers Ass'n Twentieth Annual Convention, West Baden Springs Hotel, West Baden, Ind.

May 29-30. Pacific States Seedsmen's Ass'n annual convention, Portland, Ore.

June 19-20. Ohio Grain Dealers Ass'n 49th Record Breaking Jubilee and Convention, Argonne Hotel, Lima, O.

June 21-23. Southern Seedsmen's Ass'n, tenth annual convention, at New Orleans, La.

June 26-27. Farm Seed Ass'n of North America, Stevens Hotel, Chicago, Ill.

June 27-29. American Seed Trade Ass'n Annual Convention, Stevens Hotel, Chicago, Ill.

June —. Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Aug. 20-22. National Hay Ass'n Annual Convention, Fort Wayne, Ind.

August —. Oklahoma Seedmen's Ass'n.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass. Stillwater, Okla.

Portugal has authorized the importation of 3,196,000 bus. of wheat, at the rate of 1,065,000 bus. per month, for the benefit of Spanish millers.

Fire Caused by Obstructing Outlet of Feed Grinder.

In the plant of the Badger State Feed Co., at Milladore, Wis., a feed grinder and an elevator leg were installed with a gate in the spout from the grinder to the boot of the elevator.

The gate was fitted too tight and broke in two, but the millwright fastened the two parts together with a cleat.

After the mill was placed in operation the moisture in the grain expanded the gate so it stuck and the cleat pulled off, leaving part of the gate in closed position, so that ground stock backed up into the plates of the mill.

The continued grinding of the stock made it so hot it became ignited, causing smoke and live coals. Fortunately the smoke was discovered, the mill stopped and the flame put out with part of the contents of a fire extinguisher.

Evidently another jackleg millwright was given more responsibility than he was able to assume.



W. W. McMillan, Winnipeg, Man., Deceased.

Dealer Buying After Notice Subject to Pool's Penalty

The Supreme Court of the United States on Feb. 20, 1928, in the appeal by the Liberty Warehouse Co., of Maysville, Ky., from the decision of the Court of Appeals of Kentucky in favor of the Burley Tobacco Growers Co-operative Marketing Ass'n affirmed the decision of the lower court and held members' marketing contracts with the pools to be sacred. Any person permitting a member to breach his contract is guilty of a misdemeanor and subject to a fine of \$100 to \$1,000, if done knowingly.

Sec. 27 of the Bingham Act for the incorporation of non-profit co-operative ass'n's providing that the ass'n may contract only with producers, reads as follows:

Any person, firm or corporation conducting a warehouse within the State of Kentucky who solicits or persuades or permits any member of any ass'n organized hereunder to breach his marketing contract with the ass'n by accepting or receiving such member's products for sale or for auction or for display for sale, contrary to the terms of any marketing agreement of which said person or any member of the said firm or any active officer or manager of the said corporation has knowledge or notice, shall be liable to the ass'n aggrieved in a civil suit in the penal sum of \$500 for each such offense; and such ass'n shall be entitled to an injunction against such warehouseman to prevent further breaches and a multiplicity of actions thereon. In addition, said warehouseman shall pay to the ass'n a reasonable attorney's fee and all costs involved in any such litigation or proceedings at law.

Mike Kielman, who had executed the standard contract with the Ass'n, delivered 2,000 pounds of his 1923 crop to the Liberty Warehouse Co. The Burley Ass'n notified the warehouse company that Kielman was a member and his tobacco was under contract, yet the warehouse company thereafter sold the tobacco for Kielman's account.

The Burley Ass'n started suit Dec. 14, 1923, against the warehouse company for \$100 attorney's fees and the \$500 penalty provided in the law.

The defense was, first, that the Ass'n since Jan. 13, 1922, has been a trust or combination of the capital, skill and acts of divers persons and corporations doing commercial business in Kentucky and between that State and other States and foreign countries "organized and conducted for the express purpose of unlawfully and contrary to the common law, creating and carrying out restrictions in trade" under the guise of stabilizing prices.

Second, that Sections 26 and 27, Bingham Act, conflict with the Fourteenth Amendment, abridge defendant's privileges and immunities as a citizen of the United States, deprive it of corporate life, liberty and property without due process of law and deny it equal protection of the laws.

Third, based upon the Kentucky Declaratory Judgment Law, advances a counterclaim; also asks the court to determine whether the Bingham Act is valid and for a declaration of rights and duties.

The Supreme Court said it had no jurisdiction to consider the third defense. Further the court said:

The statute penalizes all who wittingly solicit, persuade, or induce an ass'n member to break his marketing contract. It does not prescribe more rigorous penalties for warehousemen than for other offenders. Nobody is permitted to do what is denied to warehousemen. There is no substantial basis upon which to invoke the equal protection clause.

The opinion generally accepted—and upon reasonable grounds, we think—is that the cooperative marketing statutes promote the common interest. The provisions for protecting the fundamental contracts against interference by outsiders are essential to the plan. This Court has recognized as permissible some discrimination intended to encourage agriculture. And in many cases it has affirmed the general power of the States so to legislate as to meet a definitely threatened evil. Viewing all the circum-

stances, it is impossible for us to say that the legislature of Kentucky could not treat marketing contracts between the ass'n and its members as of a separate class, provide against probable interference therewith, and to that extent limit the sometime action of warehousemen.

The liberty of contract guaranteed by the Constitution is freedom from arbitrary restraint—not immunity from reasonable regulation to safeguard the public interest. The question is whether the restrictions of the statute have reasonable relation to a proper purpose. A provision for a penalty to be received by the aggrieved party as punishment for the violation of a statute does not invalidate it.

Statute Does Interfere with Freedom.—Counsel maintain that the Bingham Act takes from the Warehouse Company the right to carry on business in the usual way by accepting and selling the tobacco of those who voluntarily seek its services and thus unduly abridges its liberty. Undoubtedly the statute does prohibit and penalize action not theretofore so restricted and to that extent interferes with freedom. But this is done to protect certain contracts which the legislature deemed of great importance to the public and peculiarly subject to invasion. We need not determine whether the liberty protected by the Constitution includes the right to induce a breach of contract between others for the aggrandizement of the intermeddler—to violate the nice sense of right which honorable traders ought to observe.

Invalid in Minnesota.—In Minnesota, etc., Marketing Ass'n v. Radke (1925) 163 Minn., 403, provisions of the cooperative marketing act of Minnesota substantially like Section 27 were declared invalid. The Supreme Court said: "It seems clear to us that it is beyond the power of the Legislature to make it a tort to purchase, in the ordinary course of a legitimate business, from the true owner a wholesome staple commodity upon which there is no lien and which is not under any ban or regulation because of inherent qualities or use. Liberty of contract is assured by both State and Federal Constitutions."

On the other hand, in Commonwealth v. Hodges (1910) 137 Ky. 233, the Kentucky Court of Appeals sustained a statute which made it a criminal offense knowingly to purchase a crop pledged to an unincorporated marketing ass'n. The same doctrine is accepted by the opinion below.

It is stated without contradiction that cooperative marketing statutes substantially like the one under review have been enacted by 42 States. Congress has recognized the utility of cooperative association among farmers in the Clayton Act, 38 Stat. 731; the Capper-Volstead Act, 42 Stat. 388; and the Cooperative Marketing Act of 1926, 44 Stat. 802. These statutes reveal widespread legislative approval of the plan for protecting scattered producers and advancing the public interest. Although frequently challenged, we do not find that any court has condemned an essential feature of the plan with the single exception of the Supreme Court of Minnesota in the cited case.

The purpose of the penalty clause (Section 27) was pointed out by the Supreme Court of Tennessee. Dark Tobacco Growers' Co-op. Ass'n v. Dunn (1924), 150 Tenn. 612—

"The complainant could not do business without tobacco. When it contracts to sell, it must fill its contracts with tobacco delivered by its members. It cannot replace defendant's tobacco by purchasing upon the open market. Its charter prohibits it from so doing. For each pound of tobacco which is not delivered to the ass'n by a member, there is a pro rata increase in the operating costs of the association; and that increase cannot be estimated in terms of money with definite exactness. For every defection of one member, there is a certain amount of dissatisfaction engendered among other members; indeed, other members are encouraged not to deliver their tobacco, and the normal increase of the ass'n's members is prevented. All of these things result in damage, but the amount of damage cannot possibly be computed."

Washington Politicians in Action.

[Continued from Page 293]

Sec. 8. In any proceeding under this Act all persons may be required to testify and to produce books and papers, and the claim that such testimony or evidence may tend to criminate the persons giving such testimony or producing such evidence shall not excuse such person from testifying or producing such books and papers; but no person shall be prosecuted or subjected to any penalty or punishment whatever for or on account of any transaction, matter, or thing concerning which he may testify or produce evidence of any character whatever.

Iowa Dealers Meet at Storm Lake.

Forty-three enthusiastic grain dealers gathered at Storm Lake, Ia., on Mar. 2, to attend a peppy business and social evening. While the five-course banquet was served at 7:30, many shippers poured into the local branch offices of wire houses and commission merchants early in the afternoon.

"Dave" Milligan, state secretary of the Western Grain Dealers Ass'n, opened the after-dinner meeting with a splendid talk on current problems confronting the grain trade. Earl Galbraith, of Newell, and George Moulton, of Fonda, directors of the state organization, also addressed the group.

Many interesting discussions followed, including the Frazier-Shipstead bill now before Congress. General market and crop conditions were also reviewed.

All of the grain dealers present said they were planning on being at the Sioux City convention on May 1 and 2 and suggested that a gathering be scheduled the second or third week of April as a preliminary pep-meeting for the annual convention. An invitation was issued by Messrs. Daugherty, Tiedeman and Moulton to the grain dealers to come to Fonda for their "Pre-Convention Confab," and the arrangements are being made accordingly.

The Storm Lake Harmony Trio gave a delightful program of musical numbers, furnished through the courtesy of James E. Bennett & Co.

The commission firms represented were: Art. G. Torkelson (Fort Dodge), J. M. Smith and P. F. Cosgrove (Storm Lake) of Lamson Bros. & Co.; S. A. Steenson (Sioux City), Joe Hunt, Ben Wold and F. V. Goodness (Storm Lake) of James E. Bennett & Co.; Walter Green (Storm Lake) of John E. Brennan & Co.; and Wm. Young (Sac City).

Among the enthusiastic shippers registered were: H. D. Black, Galva; F. Lester Brown and George J. Rohwer, Paulina; W. J. Carey and S. W. Eastlock, Schaller; W. G. Daugherty and George Schissel, Varina; C. DeVries and Arthur Fraser, Aurelia; Martin Egenes and Gerhard Larson, Albert City; K. R. Frazier and Nick A. Schuver, Truesdale; E. M. Galbraith and F. O. Hocum, Newell; Mark Johnson, Meriden; S. Londergan, Marcus; Geo. Moulton and E. H. Tiedeman, Fonda; Frank A. Pearce, A. E. Webb and W. A. Galbraith, Sac City; O. P. Potter and E. W. Scott, Lake View, and Thomas Scambler, Alta.

Storm Lake sent, in addition to the commission house representatives, Ernest E. Gulet, R. J. Mugge, Charles Skewis, C. E. Voyles, George F. Wagner and Don C. White.

From Des Moines were: Dave O. Milligan, sec'y; Philip Brooks and J. L. DeLand.

Oscar Eaton and Harvey Ryan, Sioux Rapids; Arthur Anderson, Rossie; D. W. Thomas, Rembrandt, and Arthur Hermstead, Cornell, were all driving to this meeting, but the air in the front tire gave out and the car struck a group of mail boxes which ditched the machine and resulted in the death of Mr. Eaton from a broken neck, at five p. m., on Mar. 3. Dave Thomas also suffered injured ribs and chest. The party was driving in Mr. Hermstead's new Oakland.

There seems to be a spirit of competition between state ass'n sec'ys in "new membership" drives. Power to 'em! The more members the more effective the splendid work being carried on. Nobody ever went "broke" joining, being active in and adhering to the standards of state grain dealers' organizations.

Argentina has advanced the export duty on oats from .87 to 1.08; corn, .91 to 1.33; flaxseed, .13 to .24; barley, 1.07 to 1.34, and on wheat, from .22 to .29 gold pesos per metric ton, for the month of March. This should delight the loudmouthed agitators who are weeping over the inability of U. S. grain growers to compete with Argentine exports.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Pinkstaff, Ill., Mar. 2.—Wheat is in very poor condition and considerable of the acreage will go to corn and oats.—Pinkstaff Co-op. Elvtr. Co.

Springfield, Ill., Mar. 7.—There was no snow cover the week end of Feb. 29. Wheat had been further injured by freezing and thawing. There is still no cover. The sunshine was plentiful. Considerable wheat has been killed. Its condition is generally fair to poor.—Clarence J. Root, meteorologist.

Anderson, Ind., Mar. 7.—Madison county farmers are preparing to sow a record acreage of clover and a great deal of it was sown during the month of February. Farmers explain that the clover crop of 1926 was a failure and the crop of 1927 was rather small, so that it is necessary this year to give more attention to clover for soil improvement, as well as providing feed for cattle.—W. B. C.

Chicago, Ill., Mar. 1.—It is, of course, too early to make any definite statement concerning the loss of acreage of the new crop from winter killing, but agents in practically every county from central Missouri to eastern Ohio forecast an acreage abandonment that, if realized, will be sensational in character in the soft wheat territory. In the five states involved, there was an increase in acreage seeded last fall of 2,500,000 acres. The winter killing in these states last year was only 469,000 acres. It is within possibility that, therefore, if current apprehension is confirmed, the acreage increase shown last fall may be offset by the increase in winter killing so far as the soft wheat territory is concerned.—B. W. Snow, Bartlett-Frazier Co.

Chicago, Ill., Mar. 1.—In Kansas, Oklahoma and Texas winter wheat prospects improved during the past month, due to relief from drouth, and the estimates of correspondents are higher than on Dec. 1, but this improvement has been much more than offset by reduced conditions in the soft winter wheat region east of the Mississippi. The average for the entire United States is 78% of normal compared with 85 a year ago. On Dec. 1 the condition was 86 against 81.8 on Dec. 1, 1926. Probably more than the average percentage will be abandoned. Most of the correspondents east of the Mississippi river believe that much of the late sown wheat has been winter killed. There is still uncertainty as to the outcome but the tone of correspondents' comments, as well as their figures of condition, is pessimistic.—Nat. C. Murray, stat., Clement, Curtis & Co.

Snow On Low Stocks.

Chicago, Ill., Mar. 1.—Disappearance has been on a very rapid scale, amounting to 1,906,000 bus. in the first four months of the season against 1,761,000,000 last year. This heavy use so early in the year reflects the poor quality and lack of feeding value of the crop over a large part of the corn territory. The present reserve is the smallest, with one exception, since 1919, and this small total in farm stocks must be considered in connection with the heavy volume needed for use in order to offset the lack of full feeding value. From this standpoint, there has been perhaps only one year in the past twenty-five with so small a potential corn stock at this date.

Farm stocks of wheat are 15.5%, or 135,000,000 bus. against 15.7% and 130,000,000 bus. last year. With an original supply 60,000,000 bus. greater than the preceding year, there remains on the farm only 5,000,000 bus. more than a year ago. Upon the basis of reported flour disappearance to date, and assuming that the crop was not over-estimated, there appears to be on Mar. 1 a supply of wheat to be accounted for of 343,000,000 bus. Assuming a domestic disappearance for the next four months in line with past experience, if the original estimate of the crop be accepted, there appears a supply of about 178,000,000 bus. available for export and stocks in all positions at the end of the year.

Farm stocks of oats are 32%, or 383,000,000 bus., against 33.08% and 424,000,000 bus. last year. The consumption of oats to date has been upon a smaller scale than usual, partially because of the necessity for rapid farm use of a low quality corn crop.—B. W. Snow, Bartlett-Frazier Co.

Stocks Diminished.

Rapid Disappearance of Corn.

Chicago, Ill., Mar. 1.—The stocks of corn on farms Mar. 1 are estimated to be 37.7% of last year's production, which applied to the government's estimate of production, 2,786,000,000 bus., would indicate 1,051,000,000 bus.

The supply remaining on farms Mar. 1 is estimated to be 83,000,000 bus. less than a year ago, indicating that the consumption and marketing in the four months this season of Nov. 1 to Mar. 1 was 107,000,000 heavier than in corresponding period last season.

East of the Mississippi River Mar. 1 stocks are estimated 442,000,000 against 631,000,000 a year ago—a reduction of 189,000,000 bus.; whereas west of the Mississippi River stocks are 609,000,000 bus. against 504,000,000 last year—an increase of 105,000,000 bus.

Total Wheat Reserves Nearly Average.

About 15.7% of last year's wheat crop remained on farms, and about 10.4% was in country mills and elevators, which are nearly the same ratios as a year ago. Applied to the government estimate of production the indications are 137,000,000 bus. on farms and 90,000,000 bus. in country mills and elevators, as compared with 130,000,000 on farms and 86,000,000 in country mills and elevators a year ago.

The wheat crop last year was especially large in the spring wheat area where normally a larger proportion of the crop remains on farms Mar. 1 than in the winter wheat area.

Stocks of soft red wheat are particularly short. East of the Mississippi where most of this kind of wheat is raised Mar. 1 stocks on farms are only 32,000,000 against 46,000,000 a year ago—a reduction of 14,000,000 bus. West of the Mississippi River farm stocks are 105,000,000 against 84,000,000 a year ago—an increase of 21,000,000 bus.

Total wheat stocks, including visible, are about 29,000,000 bus. larger than a year ago.

Small Rye Reserves.

Stocks of rye on farms Mar. 1 are estimated to be 11.6% of last year's crop of 58,572,000 bus., which is 6,803,000 bus. A year ago stocks were 5,746,000 bus., being 14.1% of the 1926 crop of 40,795,000 bus.

Wheat Fed. on Farms.

A compilation of estimates made by our correspondents indicate that about 26,000,000 bus., or 3.0%, of last year's wheat crop will be fed to live stock.

Oats Stocks Smallest in Years.

Farm stocks of oats on Mar. 1 are the smallest since 1912. Correspondents indicate that 30.2% of last year's crop remains; this is equivalent to 360,000,000 bus., which compares with 422,000,000 last year and 480,000,000, the average for the past five years. These comparisons indicate a scarcity of oats before another crop is produced.

In the South the oats grown are mostly fall sown and a large percentage of it has been winter killed.—Nat. C. Murray, Statistician, Clement, Curtis & Co.

The Hamburg house of Seehandels Aktiengesellschaft was the first to receive a call from Chicago when the trans-Atlantic telephone service was established between these two centers recently. The call was placed by Fred Uhlmann of the Uhlmann Grain Co., American representative of the Hamburg concern.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Creston, Ia.—We will not have any oats or corn to ship out of our station on the 1927 crop.—Farmers Co-operative Co.

Pinkstaff, Ill., Mar. 2.—We are shipping in corn and oats for feeding and will be until the new crop grows.—Pinkstaff Co-op. Elvtr. Co.

Oak, Ind., Mar. 2.—Grain movement has been very light this year. Corn is grading sample. Wheat has been damaged by the winter.—J. C. How.

Washington, D. C., Feb. 25.—Six hundred forty-three shippers indicated that their 1927 crop red clover seed shipments would be about 66% larger than their 1926 crop shipments, which were 3% less than those made of the 1925 crop. Heavy increases in 1927 crop shipments over those of 1926 occurred in the majority of producing districts, especially in Michigan, Illinois, Indiana, Minnesota, Wisconsin, and Oregon. The 643 shippers were holding stocks, aggregating 2,981,964 pounds, which were 41% and 42% larger than stocks held on corresponding dates last year and two years ago.—U. S. Department of Agriculture.

Topeka, Kan., Mar. 9.—Kansas farm reserves of corn on March 1 were the largest at this period since 1920 and more than double the past five year average. The farm stocks of oats and barley are larger with wheat reserves smaller than a year ago. Kansas farm corn stocks are 67,226,000 bus. compared with 15,910,000 bus. last March, 41,778,000 bus. March, 1925, and a five year average of 32,382,000. Estimates indicate that 37% of the corn produced in 1927 will move into market channels outside the county in which produced. It is estimated that

Rye Movement in February.

Receipts and shipments of rye at the various markets during February, as compared with February, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	3,716	134,900	60,161	274,597
Chicago	139,000	147,000	14,000	27,000
Cincinnati	1,400	5,600	.....	4,200
Denver	4,500	4,500	1,500	.....
Duluth	663,887	1,106,295	15,722	28,471
Ft. William	391,046	.....	9,320	.....
Ft. Worth	3,000	3,000	4,500	3,000
Galveston .....	.....	.....	60,000	.....
Hutchinson .....	.....	1,200	.....	.....
Kansas City	21,000	51,000	39,000	78,000
Milwaukee	56,700	239,135	58,400	56,336
Minneapolis	337,030	357,780	142,840	303,490
New Orleans	6,000	25,500	20,468	206,714
New York	159,000	.....	432,000	.....
Omaha	81,200	93,800	162,400	71,400
Philadelphia	9,643	29,708	17,143	.....
St. Joseph .....	.....	6,000	.....	55,500
St. Louis	8,100	117,000	10,400	83,200
Superior	414,291	830,832	17,476	29,011

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

	Feb. 25.	Feb. 27.	Feb. 28.	Feb. 29.	Mar. 1.	Mar. 2.	Mar. 3.	Mar. 5.	Mar. 6.	Mar. 7.	Mar. 8.	Mar. 9.
WHEAT												
Chicago	133½	134½	133½	133½	134½	135½	136½	137½	137½	138½	137½	136
Kansas City	127	128	127½	127½	127½	128½	128½	130	129½	130½	129½	125½
St. Louis (hard winter)	134	135½	134½	135½	134½	135½	136½	138½	137½	138½	137½	135½
Minneapolis	128½	129½	129½	129½	129½	129½	130½	132½	131½	132½	131½	130½
Duluth (durum)	124	125	123½	124½	124½	125	125½	127½	126½	128½	128	126½
Winnipeg	138	138½	138½	138½	138½	139½	139½	141½	140½	141½	140½	139½
Milwaukee	133½	134½	134½	134½	134½	135½	136½	137½	137½	138½	137½	136
CORN												
Chicago	96½	98½	97½	98½	97½	98	97½	97½	98½	98	98½	97½
Kansas City	92	93½	93½	93½	93½	93½	93½	93½	93½	93½	93½	90½
St. Louis	97½	100½	99½	100½	99½	99½	99½	99½	99½	99½	99½	99½
Milwaukee	97½	98½	98	98½	98	98½	97½	97½	98½	98	98½	97½
OATS												
Chicago	55½	56½	56½	57½	57½	57½	57½	57½	57½	57½	57½	56½
Minneapolis	53	53½	53½	54½	54½	54½	54½	54½	54½	54½	54½	53½
Winnipeg	64½	65½	65½	66½	66½	66½	67½	67½	66½	67	66½	65½
Milwaukee	56	56½	56½	57½	57½	57½	57½	57½	57½	57½	57½	56½
RYE												
Chicago	112½	113½	112½	113½	114½	115½	116½	117½	116½	117½	117½	116½
Minneapolis	104½	106	105½	106½	107½	108	109½	110½	110	110½	110½	109½
Duluth	109	110½	109½	110½	111½	112	113½	114½	114	114	114½	113½
Winnipeg	112½	112½	112½	113½	113½	114½	116½	117½	116½	116½	116½	116
BARLEY												
Minneapolis	86½	87½	87½	87½	87½	87½	87½	87½	86½	87½	86½	85½
Winnipeg	92½	94	94	94½	93½	93½	94½	94½	92½	92½	92½	91½

5% of the 1926 crop and a five year average of 66% so moved. Of the 1927 Kansas corn crop, 33% was merchantable compared with 66% of the 1926 crop and a five year average of 81%. Wheat stocks on Kansas farms March 1 are estimated at 13,359,000 bus. compared with 6,509,000 bus. a year ago, 6,965,000 bus. two years ago and a five year average of 13,930,000 bus. It is estimated that 76% of the 1927 Kansas wheat crop has moved or will move out of the county in which it is produced and into the open market. This compared with 79% of the 1926 and 1925 crops and the five year average of 79%.—U. S. Department of Agriculture.

Barley Movement in February.

Receipts and shipments of barley at the various markets during February, as compared with February, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	1,065,649	138,870	840,966	365,610
Chicago	816,000	630,000	155,000	158,000
Cincinnati	4,200	1,400	.....	.....
Denver	99,200	32,000	22,400	6,400
Duluth	57,453	80,880	19,985	72,500
Ft. William	842,898	.....	833,243	.....
Ft. Worth	17,600	179,200	20,800	32,000
Galveston .....	.....	.....	135,000	.....
Hutchinson .....	.....	2,500	.....	.....
Kansas City	30,400	11,200	49,600	3,200
Milwaukee	929,400	668,980	188,160	139,202
Minneapolis	1,939,410	824,340	1,756,220	592,800
New Orleans .....	.....	1,600	.....	.....
New York	1,496,000	.....	1,774,000	.....
Omaha	78,400	4,800	64,000	12,800
Philadelphia	1,244	140,149	.....	291,767
St. Louis	169,300	11,200	22,400	28,800
Superior	48,976	81,104	21,628	35,625
Wichita .....	.....	1,200	.....	.....

Oats Movement in February.

Receipts and shipments of oats at the various markets during February, as compared with February, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	66,214	72,862	20,000	30,000
Chicago	4,802,000	9,682,000	4,716,000	1,845,000
Cincinnati	278,000	228,000	222,000	206,000
Denver	106,000	40,000	30,000	26,000
Duluth	28,802	24,005	10,500	.....
Ft. William	936,801	.....	1,127,391	.....
Ft. Worth	124,000	310,000	68,000	182,000
Hutchinson	13,500	10,500	.....	.....
Indianapolis	846,000	528,000	724,000	484,000
Kansas City	334,000	312,000	344,000	284,000
Milwaukee	281,400	926,640	570,000	629,328
Minneapolis	1,554,840	1,082,530	1,779,810	2,595,740
New Orleans	76,000	96,000	80,878	81,378
New York	502,000	.....	197,000	.....
Omaha	704,000	646,000	640,000	620,000
Philadelphia	45,030	97,836	.....	.....
St. Joseph	80,000	54,000	16,000	24,000
St. Louis	1,798,000	1,654,000	2,064,000	1,458,000
Superior	28,552	148,831	36,417	120,366
Wichita	19,500	33,000	15,000	25,500

Government Report on Farm Reserves.

Washington, D. C., Mar. 8.—The crop reporting board of the U. S. Dept. of Agriculture makes the following estimates of the amount of wheat, corn and oats remaining on farms March 1, with comparisons, as follows, in bus.:

	Wheat.	Corn.	Oats.
1928	130,007,000	1,020,325,000	376,699,000
1927	130,230,000	1,134,370,000	421,897,000
1926	100,137,000	1,329,581,000	571,248,000
1925	112,095,000	757,890,000	538,832,000
1924	137,717,000	1,153,847,000	447,366,000
1923	156,087,000	1,093,306,000	421,118,000
1922	134,253,000	1,305,559,000	411,934,000
1921	217,037,000	1,564,822,000	683,759,000

Average farm reserves of wheat the past five years were 127¼ million bushels; corn, 1,094 million; oats, 480 million.

Farm stocks of barley aggregate 61,578,000 bushels, compared with 39,501,000 bushels in 1927; 1926, 52,915,000; 5-year average, 44,078,000.

Farm stocks of rye were reported at 7,914,000 bushels, against 5,746,000 a year ago and 6,544,000 two years ago and 8,189,000, the 4-year average.

The merchantable proportion of the 1927 corn crop is about 73.4%, compared with 71.1% of the 1926 crop and 78.8% of the 1925 crop; the 10-year average being 78.9%.

Wheat Movement in February.

Receipts and shipments of wheat at the various markets during February, as compared with February, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	1,044,336	2,113,526	1,057,330	2,134,984
Chicago	928,000	1,284,000	1,064,000	1,100,000
Cincinnati	135,800	228,200	236,600	191,800
Denver	364,000	336,000	30,800	85,400
Duluth	3,709,232	2,131,182	942,341	852,031
Ft. William	1,205,933	.....	2,589,670	.....
Ft. Worth	420,000	1,037,400	466,400	210,000
Galveston .....	.....	.....	44,000	1,381,500
Houston .....	.....	.....	.....	40,000
Hutchinson	938,250	1,815,550	.....	.....
Indianapolis	267,000	226,500	319,500	244,500
Kansas City	3,148,860	5,798,650	2,779,920	2,724,150
Milwaukee	102,240	200,200	57,025	32,825
Minneapolis	8,552,170	5,269,370	3,447,500	2,045,340
New Orleans	72,000	105,000	480,207	328,803
New York	3,596,600	.....	5,691,000	.....
Omaha	1,193,600	1,023,400	946,800	852,600
Philadelphia	840,499	1,751,497	1,062,102	1,427,910
St. Joseph	407,400	599,200	100,800	131,600
St. Louis	1,992,200	1,916,600	1,384,600	1,253,000
Superior	1,238,469	1,158,001	776,097	633,054
Wichita	1,162,350	1,431,000	1,094,850	1,175,850

March Reserves Show Decrease.

Chicago, Ill., Mar. 1.—Our reports suggest farm stocks of corn equal to 38.2% of the crop, or 1,064,000,000 bus., compared with 1,133,000,000 last year. In millions, South Dakota has 38, Iowa 184, Nebraska 142, Kansas 59, Missouri 55, Illinois 102, Indiana 42, Ohio 38. Light weight of corn east of Missouri River, together with good demand, explains the heavy distribution shown below.

Wheat on farms is 14.5% of the crop, or 126,000,000 bus., compared with 130,000,000 last year. Kansas has 10.6 millions, Nebraska 12.6, South Dakota 8.3, North Dakota 22.5, Montana 19.9, Washington 4.7, Illinois 3.8, Indiana 3.7. Stocks in country mills and elevators are estimated at about 85,000,000, compared to 85,000,000 last year. Wheat in city mills and city mill elevators is also about equal to last year's. The extent of damage to new crop wheat is very problematical, but actual loss of acreage seems more certain in the soft wheat belt.

Oats reserves are reported at 31.3% of the crop, or 374,000,000 bus. These oats reserves are the smallest since 1909 with one exception. Last year there were 422,000,000 bus.—R. O. Cromwell, Statistician, Lamson Bros. & Co.

Protest Late Opening of Lakes.

Having received reports that the owners of vessels operating on the Great Lakes have entered into a concerted agreement not to place their vessels in commission until the thirtieth day of April, the directors of the Milwaukee Chamber of Commerce on Feb. 28 adopted the following resolution:

RESOLVED, That the Board of Directors of the Milwaukee Chamber of Commerce do hereby protest against this action, which will delay the movement of grain by lake transportation fully two weeks later than the average date of the opening of the Straits of Mackinaw to navigation, as shown by the records of the past seventy-five years, in only nine of which years was the opening as late as the thirtieth of April, and

RESOLVED, That in the opinion of this Board of Directors such action on the part of the vessel owners would work to the decided disadvantage of producers and handlers of grain alike, in that it would increase the cost and hazard of marketing the grain, which are burdens to be borne by the farmer in the form of lower prices for his product and must necessarily follow upon the restriction of existing transportation facilities such as are afforded by the Great Lakes. At Milwaukee, where it has always been customary, in times of excessive accumulation of grain stocks in the elevators, to use vessel space as auxiliary storage, with a consequent broadening of the market, the proposed action will, if carried out, have a directly unfavorable effect upon the merchandising of grain, constituting, as it would, a restraint upon the commerce of the Great Lakes.

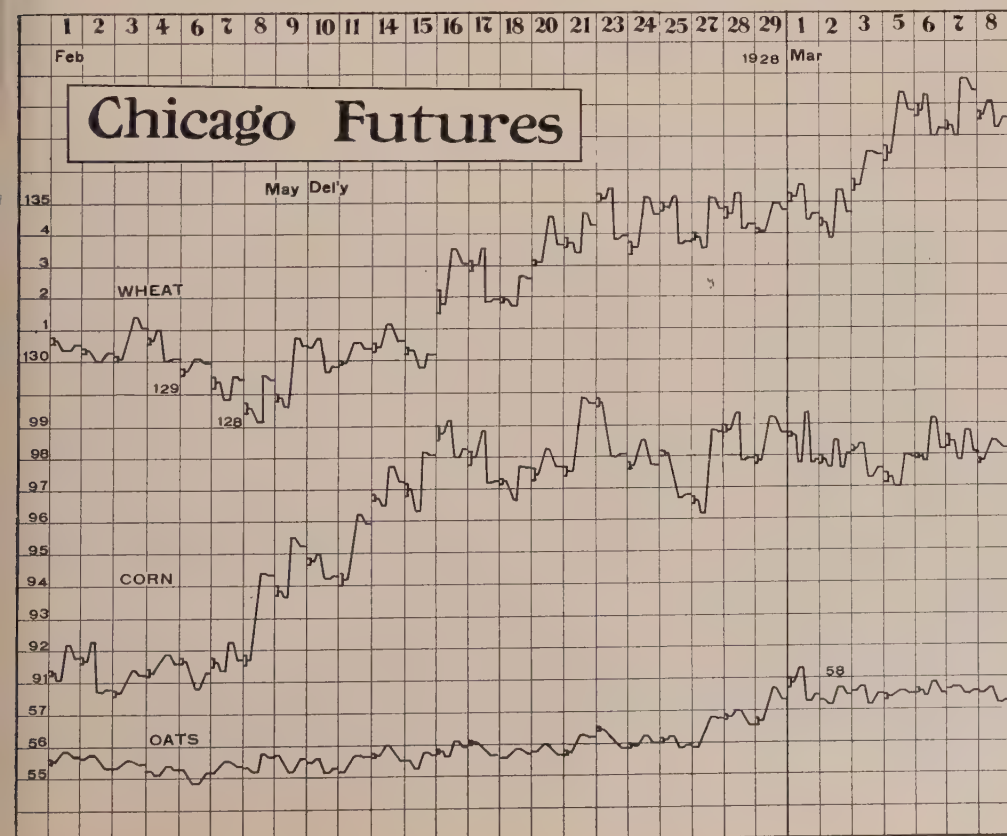
Australia.—The Victorian Government is to vote soon on a proposal to establish a compulsory wheat pool in that province, according to a cablegram from E. C. Squire, American Trade Commissioner at Sydney. The farmers appear to be taking little interest in the proposition. As elsewhere the promoters are the only ones to profit from pooling.

"Co-operative-Marketing" is the subject of a 10-weeks series of broadcasts being given over 50 stations throughout the country under the direction of Morse Salisbury, new head of the federal department of agriculture's radio division. The first address was given on Feb. 23. The conceited bureaucrats may get so wise they will attempt to run elevators for the Government.

Corn Movement in February.

Receipts and shipments of corn at the various markets during February, as compared with February, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	92,633	196,923	60,912	70,773
Chicago	15,116,000	9,682,000	4,716,000	1,845,000
Cincinnati	611,400	660,200	368,200	379,400
Denver	940,500	292,500	246,000	165,000
Duluth	15,310	15,695	.....	.....
Ft. Worth	569,000	652,000	178,500	58,500
Galveston .....	.....	.....	1,215,035	.....
Houston .....	.....	.....	91,125	.....
Hutchinson	200,000	86,250	.....	.....
Indianapolis	2,774,000	2,664,000	1,543,000	1,547,000
Kansas City	7,381,500	1,737,000	2,779,920	2,595,000
Milwaukee	2,560,440	1,813,000	986,625	398,125
Minneapolis	1,712,700	1,492,190	1,120,060	656,610
New Orleans	720,000	462,000	1,045,211	436,707
New York	379,500	.....	.....	163,000
Omaha	4,211,200	1,562,400	3,964,800	1,241,800
Philadelphia	434,919	38,844	162,859	.....
St. Joseph	1,384,500	727,500	1,044,000	417,000
St. Louis	4,663,400	1,613,200	2,522,800	677,600
Superior	19,789	16,917	.....	.....
Wichita	231,600	27,600	153,600	10,800



Preventing Losses in Handling Combined Grain

(From an address by Robert H. Black in charge of Grain Cleaning Investigations, Bureau of Agri. Economics before North Dakota Grain Dealers)

In 1926 there were a few scattered combines in the spring wheat area, and in 1927 over 500 combines were used in the four states of Minnesota, Montana, North Dakota and South Dakota. Over half of these were in the territory covered by your ass'n.

Large combine harvester-threshers have been used for many years in the Pacific coast states. About ten years ago the small combine cutting a swath from 8 to 20 feet in width was greatly improved and it was quickly adopted by hard winter wheat farmers in the south and central parts of the Great Plains area. Within the last three years combines have rapidly spread north from the hard winter wheat fields of Kansas and Nebraska into the spring wheat areas of the central northwest.

By using a combine the average farmer is able to harvest his crop without hiring more than one or two extra men. Our farm management economists have found that its use saves from 12 to 15 cents per bushel in the cost of harvesting over the old method of using binders and stationary threshers.

Some losses of grain have occurred in shocking and in picking up the shocks, some losses from bundle wagons, and small losses around the thresher, which do not occur when the combine is used. Various estimates have shown that the combine method of harvesting saves from a peck to a bushel per acre over the old method of harvesting.

With a lower cost of harvesting, a greater economy in the employment, feeding, and housing of extra labor and an additional increase in the bushels of grain saved it is natural that the use of the combine has spread so rapidly.

The humidity in the territory covered by your ass'n is higher at harvest time than it is in the winter wheat area and since the harvest in your section of the country comes later than it does in the winter wheat sections of Kansas, the length of day is also shorter. Weeds are much more prevalent in the spring wheat area than in the winter wheat areas. All of these conditions tend to operate against the successful use of the combine in your district and these conditions also operate in part to overcome the advantages claimed for its use.

Green Grain and Seeds: Combine grain which is cut before fully matured; or which contains too much moisture; or which contains even as little as 2 or 3 per cent of green weed seeds, cannot be safely handled through the country elevator unless the elevator is equipped to process the grain within twelve hours after receiving. Purchasing grain either from combines or stationary threshers which was threshed too green or too wet and which contains green weed seeds is hazardous.

Combine grain should not be cut until fully matured, not only because of the danger of spoilage in storage but also because the grain does not attain its full weight before. It is decidedly to the advantage of both farmers and elevator operators to see that combines are not started in the fields until the grain is dead ripe.

An elevator manager who buys combine grain should have a moisture tester. Wheat coming direct from the combine may feel as if it had only 13 or 14 per cent of moisture, yet have 2 or three per cent more. Because grain dries more rapidly on the stalk than in the shock after a heavy rain, farmers often start cutting before the grain is dried sufficiently. It is possible to thresh grain with the combine containing a higher percentage of moisture than when the grain is threshed in the shock. The ease with which the grain is threshed out of the heads is not a safe indication of the true moisture content.

Combine operators often make the mistake of starting their machines too early in the morning. Moisture in standing grain in the spring wheat area increases very rapidly during the night, and if there has been any dew it is seldom possible to start the combine earlier than 10 or 11 o'clock in the forenoon without having the threshed grain damp.

There is a direct relation between the percentage of moisture in wheat and the test weight of the wheat; as the moisture content of the wheat decreases, the test weight of the wheat increases.

Moisture Content 9% Less in Afternoon: Last summer the Grain Investigations Section of the Grain Division of the Department of Agriculture operated a laboratory near Jamestown for over two months and closely followed every operation of two combines. About 700 moisture tests were made at this laboratory during that time and a careful check was made each day on

the various factors influencing the condition and quality of the grain.

At Jamestown a light rain fell during the afternoon and evening of August 26th; August 27th was slightly cloudy with a strong southwest wind; the 28th was clear with a west wind, and on that day one of the combines started cutting at 10 a. m. The wheat threshed readily. Upon making a test it was found that the wheat contained nearly 23% of moisture and the test weight of the dockage free wheat was only 45 pounds. Using the "Grain Bulletin" card as a basis, this wheat on that day was worth at 10 a. m. only 79 cents per bushel. By noon the moisture content had decreased to a little less than 17% and the test weight had increased to over 50 pounds. The wheat was then worth 99 cents per bushel or it would have been increased 20 cents per bushel in market value by delaying the cutting from 10 a. m. until noon. At 6 p. m. on the same day the moisture content had decreased to 14% and the test weight had increased to nearly 53 pounds and the wheat then had a market value at Jamestown of \$1.12 per bushel. It will be noted from this that between 10 a. m. and 6 p. m. there was a total reduction of 9% in moisture content, a total increase of 8 pounds in test weight, and a total increase of 33 cents per bushel in its market value at the local elevator.

The grain that was cut shortly after noon felt dry and it is probable that nearly any elevator operator would have taken the wheat on the basis of its test weight without making a moisture test, if it had been hauled direct.

Freshly combined grain of high moisture content is apparently drier in its outer coating than in the central part of the kernel. This is more apparent in barley than in wheat.

No elevator can afford to pay full price for wheat which contains an excess of moisture and unless the buyer has a large amount of dry grain on hand into which he can mix the wet wheat he cannot afford to buy wet wheat at all.

Every farmer who operates a combine should have part of his granary space equipped with ventilators so that he can dry excess moisture grain on the farm before offering it to the elevator.

Green weed seeds, if left in the combined grain very frequently cause spoilage; combine grain containing weed seeds should be cleaned within 12 hours after it is cut and preferably immediately after the grain is cut.

Green weed seeds often contain as high as 50% or more moisture and a large part of this quickly transfers to the grain causing an increase in the moisture content of the grain and lowering its test weight. This increase in the moisture content of the grain is frequently sufficient to start fermentation and cause severe spoilage.

Depreciation on equipment and plant is an expense that should go in on income tax report calculations.

Smile Coaxers

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

Couldn't Hear the Market Drop.

Minneapolis, Minn.—Some years ago, as traveling solicitor for a commission firm in a new territory, I called at an elevator one day and found the manager was stone deaf, altho his speech was not impaired.

Conversation with him had to be carried on with pencil and paper.

In the exchange of messages, I asked if he found the loss of hearing any great handicap to doing business. To which he replied with a twinkle in his eye, for he was a humorous fellow:

"Yes, I do experience some difficulty, particularly in not being able to hear the market when it drops."—P. M. Ingold.

Farm Leadership Gone Wrong.

Congress is contemplating legislation intended to limit the right of packers to buy live stock on the farm. The price of hogs is, at present, unsatisfactory to the farmers, and they are blaming the buying methods of the packers for it. It was only a few years ago that farmers were being urged to support legislation directed against the live stock commission house in the central markets; now they are back again, hammering the packers.

The farmers are peculiarly the victims of the representatives in state and national legislatures. Probably nine-tenths of those who read these lines can remember the time when the farmers were prosperous and packers and grain merchants were millionaires. Politicians could not or would not see that the prosperity of the dealers and processors of farm commodities was essential to the prosperity of the farmers themselves. The politicians preferred to appeal to the cupidity of their constituents and enacted laws hampering the packers and the board of trade. The farmers were led to believe that as a result of these laws against middlemen the middleman's profit would be cut to a minimum, if not eliminated, and the farmers would get what was saved.

What actually happened was that many of the packers and grain dealers were driven to the wall and in consequence the number of prospective purchasers of farm produce was diminished. The financial strength of the buyers was weakened and their courage sapped. The best possible way to reduce prices is to reduce the number of buyers and at the same time reduce the purchasing power and the desire to buy of those left in the field. That was what the statesmanship of the agricultural representatives brought about.

The farmers will never regain their lost prosperity by pursuing the tactics which were largely instrumental in bringing about the present agricultural depression. It is time the farmers learned that the dealer and processor is not a liability but an asset. Instead of discouraging the middleman with new and more onerous marketing regulations the farmers will be well advised to give him a free hand to buy where and how he pleases. What the farmers need is not less but more buying.—The Chicago Tribune.

The Ballyhoo Boys to Blame for Farm Depression.

Minneapolis, Minn.—So many farm relief plans have been paraded before the eyes of the western farmer that the whole subject has become blurred and distorted, according to reports from farm groups.

Those in direct contact with the farmer say he is becoming suspicious and fearful of legislation. He would welcome lower freight rates, but does not care to extend a tincup for government "relief" that might prove an economic boomerang. He wants less hard-luck talk which depresses farm values.

A summary of the situation was given the Northwestern Miller by a well-informed man, who has closest contact with agriculture in a western wheat district. He said:

The most direct way to restore farm values would be to put farm relief politicians in dry dock. If the ballyhoo boys could be quieted for six months, the farmer's eighty-three-cent dollar would swell and farm lands would begin to find a market.

Only recently there was an appreciable improvement in our territory. Then, as faith began to revive, an Interstate Commerce Commission hearing under the Hoch-Smith resolution came along, every professional mourner was on hand, and senators and congressmen began their special kind of thunder with heartthrobs for the horny hand. Almost overnight, you couldn't sell a farm on a bet.

A certain percentage of distress is real, the result of relatively lower prices. A part of this is, however, the direct result of driving bull speculation out of the field of farm crops and into industrial development. Give me control of the newspapers and orators for six months and farm land prices would double, and miners, manufacturers and white collar boys would be running to the government for consumer protection from agrarian extortion.

Russia.—Collection of grain up to March 1 totals only 4 per cent below the same period last year, it is understood. At the end of 1927 the collection situation was little short of a catastrophe, and a near-panic ensued in certain quarters. In consequence every instrument of soviet power was mobilized throughout the country and grain was collected by fair means—or, as it was admitted, by means less fair.

The Hoch-Smith Hearing at Chicago.

The hearing by the Interstate Commerce Commission at Chicago in pursuance of the Hoch-Smith resolution for an investigation of the grain rate structure has been progressing.

Commencing Feb. 23, the testimony being taken on Docket 17000 covers export rates exclusively. The carriers are not asking for any change therein, however the Chicago Board of Trade seeks a reduction. The Philadelphia Commercial Exchange is also seeking a reduction of 5c cwt. from Buffalo, to attract export shipments from the Southwest now leaving via the Gulf.

HUBERT J. HORAN, president of the Philadelphia Commercial Exchange, wanted a uniform reduction to all North Atlantic ports. Frank S. Davis for the Maritime Ass'n of Boston also spoke for putting the North Atlantic ports on a competitive basis with Canadian ports.

F. S. KEISER, traffic commissioner of the Duluth Chamber of Commerce, objected to the reduction from the Missouri River to Chicago as proposed by J. S. Brown.

JOHN L. BOWLES, traffic manager of the Nebraska Chamber of Commerce, agreed with him, and said the changes suggested by Milwaukee should apply on the export movement.

CARL GIESOW, of the New Orleans Traffic Bureau, claimed that under the present adjustment the Gulf Ports were practically excluded from handling any grain except that grown in Texas and Oklahoma, and that Mr. Brown's reductions would wipe out what little traffic they enjoyed from the Missouri River and West. He said, a reduction of 4 cents in the present 30½ cent proportional rate from Kansas City to New Orleans would be necessary to put New Orleans on a competitive basis.

L. E. BANTA, representing the Indianapolis Board of Trade, also testified, as well as Chas. Austin, traffic manager of the New York Produce Exchange.

FRANK B. TOWNSEND, director of traffic of the Minneapolis Civic & Commerce Ass'n, objected to the present adjustment of rates from the Missouri River into parts of Wisconsin and the Upper peninsula of Michigan, under which transit is granted at intermediate points, that they did not apply via Minneapolis. For example he said the local rate from Omaha to Green Bay, Wis., was 23½ cents, enabling a miller at Cedar Rapids, Ia., to draw grain from Omaha, mill it and send the product on to

Green Bay at 4 cents less than the miller at Minneapolis. The proportional rate from Omaha to Minneapolis is 16½ cents and the local rate from Minneapolis to Green Bay 11 cents.

W. R. SCOTT, representing the Kansas City Board of Trade, said a proportional rate should be applied from Kansas City that would represent the transit balances applicable at present from Kansas City. He said practically no wheat can be moved now from Kansas, Nebraska and Colorado thru the Gulf ports, due to the spread at the Kansas-Oklahoma line. The present rate from Enid, Okla., is 9 cents under that applicable from Wichita, Kan.

Mr. Scott proposed a reduction in the present proportional rate of 30½ cents to 23½ cents from Kansas City to Gulf Ports, and the elimination of transit balance. The lower proportional rate was necessary if the Gulf Ports were to be open to any considerable movement of grain from Kansas, Nebraska and eastern Colorado.

G. C. MOFFITT, of Wichita, Kan., representing the Southern Kansas Millers Club, told the Commission Mar. 5 that it was a violation of the Interstate Commerce Act, for the carriers to haul grain from Southern Kansas to Kansas City and back to the Gulf for export cheaper than the grain can go direct from Southern Kansas to the Gulf. He wanted lower export rates on grain from Southern Kansas.

JULE G. SMITH of Ft. Worth, Tex., said the railroads are working to defeat the Commission's rule denying the carriers the right to own elevators, by having contracts with operating companies. The activity of the railroads in constructing elevators at Kansas City and leasing them at a low rate is hurting the grain elevator companies in Texas, he said, who have been obliged to stop buying in Kansas City territory.

That wheat may be grown to maturity without the aid of sunlight has been proven in experiments conducted over a period of two years by Prof. A. R. Davis, of the Department of Agricultural Chemistry, assisted by Prof. D. R. Hoagland, in the University of California laboratory greenhouse at Berkeley. The wheat has known neither the supposedly essential rays of Old Sol nor the life-giving touch of Mother Earth. Artificial light replaced the sun and chemically treated water replaced the soil.

Loading Grain Into Ice-bound Boats at Fort William.

Altho Fort William and Port Arthur have elevators with storage capacities exceeding 73,000,000 bushels this will be increased this year to over 92,000,000 bushels and no doubt the holds of ice bound lake vessels will be used for additional storage each season as heretofore. On February 10th the Fort William and Port Arthur stocks of grain in store included 58,965,000 bus. of wheat; 1,984,000 bus. of oats; 2,803,000 bus. of barley; 2,157,000 bus. flax; 2,334,000 bus. of rye and in addition to these commodious elevators many large lake vessels were being used for storage. On February 10th 7,162,686 bus. of wheat alone were stored in ice bound boats docked at the different elevators.

The three steamships shown in the engraving given herewith belong to the Cleveland-Cliff line and each has room in its holds for approximately 400,000 bus. of wheat.

Before the annual freeze-up at this great grain port, lake vessels are docked beside the elevators as shown in our illustration and conveyors are provided to carry the grain out from the elevator to the top of the vessel they desire to load and it is there diverted to a transverse conveyor belt which can be operated in either direction and can deliver grain to any hold of the vessel. The three vessels shown in the engraving are anchored at the Northwestern Elevator which has storage room for 3,000,000 bus. F. McCallum is superintendent.

These belts are operated by electric motors and moved about the decks of the vessels as desired. The system shown herewith is delivering grain from three large shipping spouts at the rate of 15,000 bus. per hour. As a rule the ports of Fort William and Port Arthur are ice bound from Christmas until the first of May so that all vessel owners strive to have some vessels docked along the side of an elevator before the navigation of the Kaministiquia River is closed for the winter, but those vessels which are fortunate to get a cargo for winter storage also get it for transportation to lower lake ports with the opening of navigation in the spring.

H. L. Beecher, of the Eagle Roller Mill Co., Minneapolis, Minn., has been re-elected chairman of the Board of Directors of the Millers National Federation for the coming year.



Loading Ice Bound Lake Steamships with Grain Over Temporary Conveyor Belts at Northwestern Elevator, Fort William, Ont.
[See Illustration Outside Front Cover]

Round Elevator of Tile.

After having two elevators burned the Farmers Co-operative Co., of Creston, Ia., built its third house of tile in order to have it fire-proof.

Even so, a fire occurred when the head pulley slipped to one side on the shaft and threw sparks by friction that ignited the accumulated dust. The chaff burned slowly undiscovered until the leg was started when the burned belt fell to the bottom. The fact that the leg casing was of steel saved the house.

The inner circular well is 60 ft. high and 18 ft. in diameter. Outside of this is a second circle 40 ft. high, making additional bin spaces 6 ft. wide, there being 7 bins of 15,000 bus. capacity. The basement is 16 ft. deep. The arrangement is shown by the cross-section herewith.

Grain from wagons in the 12 ft. wide driveway on one side of the house and from cars on the opposite side flows to the boot of the one leg by gravity. The 800-bushel sheller in the basement, driven by a 25-h.p. Fairbanks-Morse Motor gets its feed from a drag under the wagon dump. Grain is loaded out from a 240-lb. Fairbanks Automatic Scale in the cupola direct to car. The distributor delivers to spouts reaching to wagons in driveway, to grinder, to cleaner, to car, to scale or to bins.

The hammer mill installed in March, 1926, has been superseded by a larger No. 4 Jay Bee Mill driven by a 60-h.p. Westinghouse Motor connected with an 11-strand Texrope Drive.

The products of the mill are blown up high by the fan to the separator, from which the ground feed flows thru spouts to either of two bins, to a double sacker, or to wagon. Spouts from the two feed bins also lead to sacks.

The two feed bins overhead hold 75 and 100 bus. each for exchanging with farmers who are in a hurry. Under the mill is a 200-bu. bin.

Alongside the driveway is a feed house 12 ft. wide, with a high door for unloading from wagons in the drive and a low door for loading out to wagons. Above the driveway is a storage space for extra parts of the elevator.

Outside near the driveway is a round tile-constructed dust house.

A manlift installed between the up and down legs gives access to the cupola, a stairway leads to the sheller floor and a ladder to the basement.

A commodious office well shaded by extended eaves has been erected near the large coal storage, serving the elevator as well.

L. M. Randolph is the efficient manager of the plant. This company was organized in 1919, opening its elevator in April, but this house was burned in September, 1919. Later another elevator was rented and bought. Three coal bins of steel and cement were built to hold 600 tons, with conveyor equipment and track pit. In October, 1920, this house also was burned, then the company's capital was increased to \$60,000 and the present building constructed.

Payment of Wheat Claims.

The Senate Com'ite on Agriculture and Forestry has ordered a favorable report on S. J. Res. 59, authorizing the President to pay certain insurance and interest claims on wheat held in 1919 and 1920 by contract with the U. S. Food Administration Grain Corporation.

The contract required the grain corporation to pay to the dealer to cover insurance and interest each week 7/20 cent per bushel on the wheat in the elevator at the beginning of each week, when the dealer shall have been unable to ship 20% of the amount of wheat in his elevator at the beginning of any week.

Geo. F. Simpson of Minneapolis, attorney representing 985 dealers with claims aggregating \$142,994, told the com'ite there were 4,000 claimants with claims totaling nearly \$1,000,000.

The claims arose because the railroads also then controlled by the federal government failed to furnish cars when ordered by the elevator operators. The line companies have collected these claims, but few of the independent and farmers companies have received anything.

Opposed to Government Ownership.

Proposals to launch the federal government upon another protracted period of ship owning and ship building, such as that formulated in the Jones merchant marine bill now before the Senate, are opposed in a statement made by Lewis E. Pierson, President of the Chamber of Commerce of the United States.

"After our disastrous experience with a government-owned merchant marine," said Mr. Pierson, "American business cannot help viewing with grave misgiving the revival of efforts to declare as national shipping policy the pernicious principle of government ownership.

"Neither in theory nor in practice can this principle be defended. Our experience with government operation has been unsatisfactory. It has cost the people a vast amount of money with poor results. We cannot retrieve our position on the seas by plunging still more recklessly upon a program of merchant ship building on government account, and the longer we cling to this fallacious doctrine that business cannot manage its own affairs, the more obscure becomes the prospect of giving to our merchant shipping the vitality of private initiative and enterprise."

Boston Exchange Has Prosperous Year.

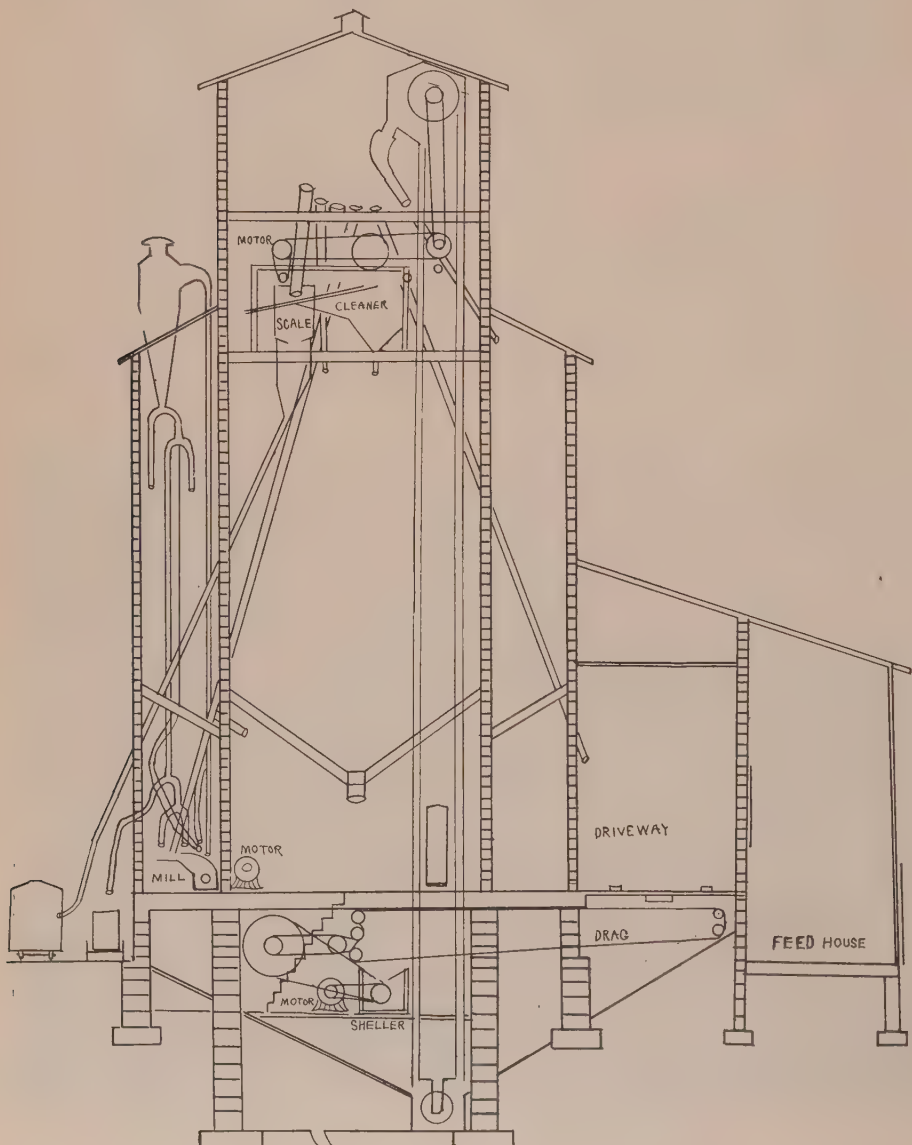
The Boston Grain & Flour Exchange, which separated from the Boston Chamber of Commerce three years ago, shows a net profit from operations during the past year of \$8,472.19.

The directors have established a new rate of dues, \$75 for active and \$25 for associates, an advance of \$15 for active members. This takes care of the improved wire service. The ass'n has a membership of 200, to which it is limited by its charter and an associate membership of 32. During the year the ass'n contributed \$8,571 to the Red Cross for flood relief in northern New England.

The balance sheet shows the following: Cash in bank, \$2,246.67; currency, \$100.09; certificate of deposit, \$1,000; deposit in savings bank, \$5,150.83; accounts receivable, \$172.68; permanent fund, \$45,401.81; total, \$54,072.08. Against this amount is: Due railroads, \$198.08; memberships, \$40,000; surplus, \$13,874; total, \$54,072.08.

The Grain & Flour Exchange, under its several names since organization, is the oldest in the United States organized for the purpose of trading in grain and flour. It goes back thru the Chamber of Commerce, Produce Exchange, Grain Board and Corn Exchange.—S.

The Soft Wheat Millers Ass'n will hold its annual meeting at Nashville, Tenn., on Mar. 14-15. Dr. W. H. Stroud is sec'y.



Cross Section of Farmers Elevator at Creston, Ia.

North Dakota Farmer Grain Dealers Discuss Trade Troubles

Flickertail sunshine interspersed with occasional little flurries of snow, heralded the opening of the 17th annual convention of the Farmers Grain Dealers Ass'n of North Dakota at Bismarck on Feb. 28 and 29 and Mar. 1. Registration and headquarters were at the Grand Pacific hotel, but every hotel in town and many private homes were filled to overflowing with the record attendance.

Two garage show-rooms were devoted to the exhibits of feed, seed and elevator machinery. All sessions were conducted in the city Auditorium.

Tuesday Morning Session.

The first session was called to order by Pres. A. M. Thompson of Cogswell, at 10 a. m. Tuesday, announcing a brief program by the Grainmen's Band, the only band of its kind in the country, and probably in the world. Then a little community singing was indulged in.

Rev. Paul Wright pronounced the invocation. GEO. F. SCHAFER welcomed the delegates to the city of Bismarck, briefly told them a few of its advantages, among them that it was located in the glorious state of North Dakota, and turned over the monstrous key to the city.

H. R. FREITAG, Max, expressed the pleasure of the delegates at having their convention called again in the capital city and appreciation of the many courtesies extended.

PRES. THOMPSON made his annual address, saying:

Pres. Thompson's Address.

When we take a look into the past we cannot refrain from being pleased with our growth. Thru the untiring efforts of the pioneers in the cooperative movement we are at this time a large and influential organization. This has been the result of loyalty and progressiveness. Tho a fairly new movement we are now past the experimental stage.

There have been very few failures among the cooperative and independent elevators of North Dakota. I am told that the percentage is smaller than in any other line of business. After several years of depression we are still on the upgrade and showing a gradual increase in financial strength.

The bad habit of paying out all profit in dividends is no longer practiced. There is a tendency to provide working capital. This is encouraging. The larger our working capital the more independent we can be. I believe the time will soon come when we will not be doing business on borrowed money, but will have sufficient funds of our own to make it unnecessary for a few loyal directors to guarantee payment of storage receipts, etc. A director should not be required to loan his individual credit for the benefit of his company.

Regional Advisory Board: Since our last convention North Dakota has harvested and marketed a large crop. It was loaded and moved to terminals in a very orderly manner with little complaint about car shortage. This was accomplished thru the Northwestern Regional Advisory Board, composed of carriers, industries and shippers. Our ass'n furnished three members, and one of these is the present vice-chairman for North Dakota.

In considering the results accomplished I wonder that more of our important industries do not work out their problems in a similar manner. We have come to a point where the nation's prosperity rests more upon the co-ordination and cooperation of all the country's economic factors than on individualistic competition. A precedent has been established in the relationship between carriers and shippers. It has proven a success. Could not the same relationship be established between the agricultural and industrial and financial interests?

The farmer's problem is too often considered at conferences where he is not represented. When this occurs the farmer feels as tho it is a lion and a lamb affair, in which he plays the role of lamb.

The farmer knows best what he can produce with the land, capital, help, knowledge and implements at his disposal. The problems of over-production and of supply and demand must be considered. If our politicians are as interested in the agricultural problem as they pretend they can do some good thru tariffs, freight rates and

the safeguarding of domestic industries. Many a farmer with a high-priced mortgage could use some cheap money to retire it. Present interest rates are too high, tho I believe the time is coming when the agriculturalists can secure money on good security at the same rate as municipalities receive from their surplus funds.

Combined grain methods of farming are being changed to suit our present conditions. New implements are being introduced, and where it formerly required two men to manage an implement it now requires only one.

The combined harvester in this state is being watched with considerable interest. Judging from reports it is workable, especially in the western part of the state. In eastern sections more care must be exercised in its operation, since grain is more likely to be green and unmarketable when cut, with a high moisture content and consequent impaired keeping quality. Grain buyers in the eastern part of the state must be cautious about buying and handling such grain. If the use of the combine continues to grow it may be necessary for our elevators to secure additional equipment to care for green or damp grain.

Transportation will always be important to producers and shippers. We want our commodities carried as cheaply as possible. In the Northwest we depend upon the railroads to carry our grain and fuel.

During the year several hearings have been held in sections of the grain belt. We do not know how soon an announcement of the com'te's findings will be made, but we hope it will recommend a reduction of freight rates on farm products.

The Interstate Commerce Commission is very jealous of the rights of competing carriers. It does not permit one to make an attractive reduction to the injury or destruction of its competitor. Rates are presumed to be based on an equitable basis so as to net a fair return on capital invested. Too often we are inclined to criticize the carriers without full knowledge of the facts.

Use of the Panama Canal has permitted development of eastern, southern and western sections of the United States, but has done little to relieve the middle and northern states. Inland industries have been placed at a decided disadvantage in rates and cannot secure a fair price in competition with the coasts. The only way to rectify this condition is to develop our inland waterways. It would not require an unwarranted amount of time or money to unite the Great Lakes with the St. Lawrence River thru an American-Canadian route. The saving in grain rates alone would justify early construction. I hope within a few years to see grain moving from this state by rail to Duluth and Superior for transfer to ocean-going vessels, and to Mississippi and Missouri river points for transfer to grain barges connecting with ocean-going vessels at New Orleans.

Smut: I hope for a thoro discussion relative to a smut campaign. The elimination of this crop disease can be successfully accomplished thru the earnest efforts of the elevator men and the trade's publications. If the grower realized the importance of its eradication and the ease with which measures can be taken I am sure he would work faithfully to produce smut-free grain.

A year ago we requested a compulsory storage law. This, with some slight changes, was granted, and insofar as I am able to learn, has proven satisfactory.

Liens: It may be wise to outline a legislative campaign for passage of a law to compel filing or recording of all liens, mortgages and leases. Deposition of a landlord's lease in a strong box or vault is not giving the purchaser of the tenants' products a fair shake. We need a provision in our law placing the relation between the landlord and his tenant on the same level as that which exists between the farmer and the thrasher, laborer, or mortgagee. I believe special effort along this line by the elevators would induce the next legislative session to comply with our wishes.

Federated Agricultural Trades: A short time ago a new organization was instigated in Chicago with the avowed purpose of opposing the cooperative movement among agriculturists. It was attended by several hundred representatives of grain dealers, butter and ice cream manufacturers, fruit and vegetable shippers, live stock commission men and other interests. Its sole object was defined as a concerted effort to repeal the Capper-Volstead act, which exempts farmer cooperative ass'n's from prosecution under the anti-trust act. If this "Federated Agricultural Trades of America" continues its efforts we can expect to be somewhat hampered in the future.

SEC'Y-TREAS. P. A. LEE, Grand Forks, made his annual report, saying:

Sec'y Lee's Annual Report.

We were not as successful in 1927 as we had hoped to be. Very likely the crop failures in the southern part of the state in 1926 and in the greater portion of the Red River Valley in 1927 is responsible for this condition. The board of directors after the close of the 1927 convention at Minot voted to discontinue our fire insurance department upon the recommendation of your secretary and the auditor who audited our books for 1926. While we do not regret such recommendation, the fact remains that discontinuance of this department reduced our revenues.

While we regret we were unable to make a better showing for 1927, we believe that our members are more closely knitted together, and we are standing upon a more stable foundation than at any time in the past.

One thing which is gratifying, but at the same time disconcerting, is that the organization is growing in influence and prestige. So also grows the importance upon your secretary-treasurer—as the officer directly in charge—of keeping away from political entanglements and the necessity of weighing most carefully propositions of different kinds and types, and from various sources, before giving any answer.

Our Fidelity Bond Department shows an increase in the number of companies taking advantage of its service, but a decrease in the premiums and the amount of the bonds. One hundred and twenty-five companies carried a total of \$519,400 with a premium of \$1,676.50; total number of men bonded, 141, as compared with 123 companies bonding 147 men having a total of \$527,500 of indemnity with premiums amounting to \$1,943.50 a year ago. There appears to be a greater tendency among our members toward fidelity bonds which cover weight shortage. For that reason five of our member companies are carrying bonds in the amount of \$21,400 indemnity and premiums \$185.50 in another bonding company on a reduced premium basis.

Membership: During the calendar year of 1926, 339 companies paid their dues, compared with 367 in 1927. According to our records the Association gained 70 members in 1925, 24 in 1926 and 50 in 1927. The members of the Montana unit are carried into our membership roll and on our books the same as the North Dakota companies are. Perhaps it will be necessary in the near future to separate the Montana unit from that of North Dakota and carry a separate set of books for it. It will be noted that out of the 50 new members secured in 1927 twenty were secured in that state.

One of the greatest difficulties in handling the membership question, or knowing when to drop memberships from our records is our inability to hear from members. We continue to send statements on the first of each month and we write letters asking them what they wish us to do and endeavor to solicit a continuance of their membership, but we get no reply. We have taken the attitude that where they persistently ignore our letters until six months, or more, have elapsed from time of membership expiration, we can not any longer hope to get them. We find, however, that in some cases when we take this step, notifying them we are forced to conclude they do no longer wish to continue, that they come back shortly with a letter and usually say they did not know they were in arrears.

Our greatest difficulty, and this appears to be growing, is that of finding time for personal calls on those in arrears and upon non-members to solicit membership. It is not feasible to employ a solicitor on a commission basis because there are not enough prospects to interest such a solicitor and our revenues are insufficient to cause employment on a salary and traveling expense basis. Having this in mind, we have engaged the services of a young man at a reasonable salary to work in the office, who may be able to go out and call on delinquent members and solicit new ones from time to time. He will have charge of the accounting in the office and assist with such other clerical work as is found necessary due to the great amount of office work accumulating every day. We have approximately six hundred accounts of different nature, such as fidelity bonds, warehouse bonds, freight claim collection, membership, etc.

Increase in Premium Rates: During the latter part of June, 1927, we very suddenly and unexpectedly received notice of increase in premium rates on warehouse bonds from \$4 a thousand to \$5 a thousand straight. Your secretary immediately filed protest against this increase in rates on the grounds that our loss ratio in North Dakota was practically nil. Of course, the Towner Rating Bureau saw fit to pay no attention to our protests. The matter was taken up at a meeting of the executive board com'te held at Valley City in July, 1927, and the executive board authorized your secretary to press our protest and request a reduction in the rates. Following the instructions of the board your secretary made a hurried trip to

New York City and had a personal interview with Mr. Townner on the question of reduced rates in North Dakota and Montana to correspond with the rates charged in Minnesota and South Dakota.

After presenting our arguments, showing the record of this organization in its warehouse bond department and a comparison of the gross premiums paid thru our office with the losses, it was intimated we might expect a modification in the rates. Within a week after your secretary returned notice was received that new rates had been promulgated affecting North Dakota which gives us \$5 per thousand for the first \$5,000; \$4 in excess of \$5,000 but not exceeding \$10,000, and \$3 per thousand for bonds in excess of \$10,000. This will materially reduce the warehouse bond premiums during 1928, based on our experience and average amounts of the bonds placed in 1927.

We were unable to accomplish anything for the state of Montana because we did not have a record back of us to make a good case, but we still maintain the rates are too high as compared with the rates existing in Minnesota and South Dakota. We are now preparing tables and exhibits which will bear out our contention.

Claims for Storage: A circular was mailed during January with reference to claims held by 636 farmer and independent elevators in the state of North Dakota and 77 in Montana against the U. S. Grain Corporation. Such claims arising out of storage charges under contracts entered into by and between our elevators and the Grain Corporation during the years 1917-1918-1919 and up to July 1, 1920. Your secretary has been working on these claims since the spring of 1921 and gradually foundation was laid whereby we thought we could force consideration and favorable action. Our efforts with the trustee direct never proved fruitful. The trustee denied knowledge of any obligations on the part of the Grain Corporation in any way, shape or manner and further denied our allegation that the claims had been listed on the books of the corporation as liabilities. This was denied both in correspondence with your secretary and in conference with members of the North Dakota delegation in Congress, and for a considerable length of time our work on this matter promised no results.

However, in the summer of 1927 ex-Attorney-General Simpson, of Minnesota, who is a stockholder in a farmer elevator company, became interested in a claim the farmer elevator company had against the corporation and brought suit. In the hearing before Judge Sanborn he forced the admission in court that these claims had been listed on the books of the corporation as liabilities, but payment had been refused on the theory they would not be pushed very hard. As a result Senator Shipstead, of Minnesota, introduced a joint resolution, No. 59, in Senate authorizing the President to examine the books and records of the Grain Corporation and to pay these claims out of any funds that might remain belonging to the Grain Corporation, or out of appropriations made in the resolution from any fund in the United States Treasury not otherwise appropriated.

These claims run from a few dollars to \$1,282. Claims for the Montana people, I think, average something like \$400. Since introduction of this resolution we have the assurance of our entire North Dakota delegation in Congress that they will actively support the resolution.

Grain Rate Case: The special assessment levied at our last annual convention brought \$1,375, to which was added \$61 in other contributions during the year, so the total receipts on the 1925 grain rate case amounts to \$1,436. We are yet in debt approximately \$600 on this particular case. We believe, however, that it will not be well to attempt further assessments or collections along this line, but believe that it will be necessary for the Ass'n to take care of this.

Favorable Freight Rates: We further deem it advisable to report to the convention a meeting called by your secretary for the purpose of considering the situation with reference to the thirteen counties situated in the north central and northeastern part of the state. These counties, under the present rate structure, are enjoying a very favorable position as compared with the other thirty-nine counties in the state. This meeting was held at Devils Lake and was attended by representatives from nearly all the counties in the district affected.

It was decided to start preparation of testimony and employment of counsel to protect the best interests of the section affected, but on the question of a campaign to secure the necessary funds, requiring approximately \$3,000, and the expressed hope that the Ass'n would sponsor the campaign of raising the money, we were forced to advise that the Ass'n had gone about as far as we could, there being a question among some of the members regarding continuation of their membership on the grounds that it was taking too much money to finance the organization. Consequently your secretary was asked to secure captains in each county with a view towards making them responsible for the contribution in the different counties.

Results: Since the spring of 1920 two important cases affecting the grain trade of North Dakota have been carried through various courts and to the United States Supreme Court.

3—Attempted to prevent increases in elevator and coal shed site rentals.

4—Activities in the freight rate case affecting rates on grain and grain products from North Dakota points to the terminal markets.

5—Establishment of a satisfactory car service rule at times of car shortage.

6—Establishment of a new rule for cleaning out elevators whereby the elevators can secure one minimum capacity car of 30,000 pounds for each kind of grain, this rule being effective from Dec. 15th to Sept. 1st, the year following.

7—Enactment of new grain storage laws at the last regular session of the Legislature.

8—Reduction in premium rates on warehouse bonds.

Having in mind these very satisfactory results with only about half of the possible limit of members brings out more forcibly the necessity and advisability of maintaining the organization, and the further thought that if the Ass'n has accomplished these results every farmers elevator company and independent operator should give its support. A membership is not an expense in the sense that the money is squandered. It is an insurance premium and should be so regarded.

We have now before us in North Dakota the enactment of satisfactory laws governing the filing of chattle mortgages and, more particularly, farm contracts, and contract for sale of land. At the last annual convention held at Minot the Legislative Com'tee was charged with the duty of initiating under our Initiative and Referendum Act a law that would be satisfactory to the elevators. Time did not permit us to prepare these petitions before the convention, but if it is still the desire of the members, this measure will be pushed.

Adjourned to 2 p. m.

Tuesday Afternoon Session.

The second session opened with music by the grainmen's band, then was called to order by the Pres.

G. N. LIVDAHL, one of the appointed commissioners and chairman *pro-tem* of the Workmen's Compensation Bureau of the state of North Dakota, Bismarck, made a brief address regarding his office.

Workmen's Compensation Insurance.

The employer has always been liable to the employee for injuries sustained while the latter is in his employ as a matter of common law. In the same way a property owner is liable for any damage that may be caused by his property. The relationship of employer and employee must exist before the former may be protected from or the latter assuaged for injuries.

Long before the days of compensation insurance, employees were bringing suit against the employers for redress on injuries. At first the verdicts were usually very small, but they kept growing until employers found it necessary to devise some means of protection. Legal defenses came into use, the employer setting up "assumption of risk" in an attempt to make the employee responsible. "Negligence" and contributory negligence on the part of a "fellow servant" were also used. It was a big field for the clever lawyer, yet was not satisfactory and did not guarantee protection.

Employees found themselves hemmed in by a multitude of defenses and appeal; when they sought redress, and after conquering them, sometimes found the employer was insolvent and had nothing.

The situation was very unsatisfactory. Neither party was protected and neither knew what to expect. Both looked to the law for help.

A law governing employers' liability, which told the employer what he must do in case of accident and set the amount of his liability was tried. It worked out fairly well except that in emergency cases it sometimes developed that the employer was insolvent and could not pay. Then insurance companies began to develop and the risk was spread over a greater number.

Most states have workmen's compensation laws today fixing the damages for which an employer is liable and making it easy for the employee to collect. The insurance moved from line to mutual companies. Here in North Dakota it moved a step farther in 1919 by elimination of insurance companies and creation of a state fund guarded by the Workmen's Compensation Bureau. This has three active appointed commissioners and the Commissioners of Agriculture and Insurance ex-officio.

In North Dakota every employer of one or more persons, except the railroads, which are governed by interstate laws, farmers and employers of domestic help, must protect them

with workmen's compensation insurance in the state department. These three exemptions are named in the laws of nearly every state and Canada.

However, employers of farm or domestic help can take out this insurance if they so desire thus protecting themselves as other employers are protected.

Workmen's compensation laws are in effect in 43 out of the 48 states. The exceptions are five states on the Gulf of Mexico. They have been more difficult to accomplish in the south because 90% of the employees there are colored and have not learned to enforce their rights. The employers have not felt the need since they are not compelled to aid the unfortunate victim of an accident.

The premium on workmen's compensation in North Dakota is based on the pay roll, and rates vary with the amount of risk in the occupation. Grain elevators now pay \$1.40 for each \$100 of pay roll to cover all employees.

When an elevator is being operated as a corporation the corporation is the employer and the owners working on the property for a salary are protected by the Act. In 1923 a law was provided whereby individual owners or partners could obtain protection of the same character by special contract. The law compensates for injuries only, tho it contemplates occupational diseases. Injury must occur during the course of employment, which is still a difficult question and the cause of considerable controversy.

W. D. MORRELL: Are employees of the state department or of local political organizations protected by workmen's compensation?

MR. LIVDAHL: Yes. The political departments must protect their employees the same as any other employer.

MR. MORRELL: Suppose employment of help is contemplated as in the contemplated construction of a bridge, but not effected thru some emergency arising to prevent consummation, must the prospective employer pay a premium?

MR. LIVDAHL: A minimum rate of \$1.40 is provided for such emergencies. Then if the prospective employer employs he is protected. If he doesn't he is just out the minimum rate.

SECY LEE: It seems to us that the amount of risk involved in working around a grain elevator does not warrant a premium of \$1.40 per \$100. What is your excuse for such a high rate?

MR. LIVDAHL: The rate is based on experience. We believe it fair.

H. R. FREITAG, Max: What is the effect of the law if an employer fails to report his pay roll or that he is an employer?

MR. LIVDAHL: If we find it out we get the state's attorney after him.

Question: Are threshing outfits and crews protected with compensation insurance in this state?

MR. LIVDAHL: There have been many decisions along this line. Some call it agriculture and some don't. Threshing comes under the classification of agriculture in this state whether or not it is commercial.

Question: Are employees covered when going to or coming from work?

MR. LIVDAHL: It depends upon whether that is a part of the employment. Is the employee paid to go to or from work?

W. J. KUERT, associate agricultural economist, U. S. Department of Agriculture, Washington, D. C., read a paper on "Some Major Problems of Farmers Elevators in the Spring Wheat Area." This was the same address delivered before the Minnesota ass'n in Minneapolis. Extracts will be found elsewhere in the Journal.

DR. A. H. BENTON of the North Dakota Agricultural College at Fargo, briefly told of the hopes of the college to further the cause of cooperative marketing and aid in solving its problems. The college plans to hold several district meetings this summer in various parts of the state, at which it will dispense its latest information regarding protein content handling combined grain and other elevator problems. Bulletins are now being published along this line for the benefit of producers and managers.

The following committees were appointed:

RESOLUTIONS: Ernest Mares, Emden, chairman; R. Robertson, Langdon; Jno. Aker, Baker; L. Bucholz, Hazelton; A. L. Huus, McKoti; T. J. Larson, Outlook (Mont.); E. Strauss, Harvey.

CREDENTIALS—S. A. Garber, Fortuna, chairman; J. S. Stevens, Falkirk; Paul Anderson, Grafton; W. F. O'Neill, Napoleon; E. Marsh, Kildeer.

Adjourned to 10 o'clock Wednesday morning.

Wednesday Morning Session.

The third session opened with L. S. Burgum of Arthur, chairman for managers' day, presiding. A short program of music by the Grainmen's Band preceded the call for discussion of managers' problems.

ROBERT H. BLACK, in charge of grain cleaning investigations, Bureau of Agricultural Economics, U. S. Department of Agriculture, briefly discussed smut prevention before proceeding with his paper on combine harvesting of grain in North Dakota. He said:

Smut Prevention.

Most of you have received and probably read some of the folders sent out by the North West Smut Prevention Committee on treatment of seed grain to prevent the development of smut. During the past year weather and climatic conditions have greatly aided in retarding development of the parasite, but it has by no means been killed. Treatment of the seed is as necessary as ever if we are to check its ravages.

Early seeding is a great aid in avoiding smut, but it has no influence on smut, because smut grows within the plant. It germinates when the seed germinates, growing up thru the stalk and crowding out many of the sound berries in the head. Under favorable conditions just a few smut spores on the seed will infect the plant. We have two varieties, one attacking spring wheat and the other durum. During the past year smut in durum, formerly thought resistant, has increased to alarming proportions.

Two means of treatment are widely used, the formaldehyde method and the copper carbonate or dry treatment. Both are effective when properly applied. Urge the producers of your community to treat their seed.

Treating Seed for Smut.

CHAIRMAN BURGUM: Many growers dislike to use the formaldehyde method of treating their seed grain for smut because it involves considerable work and makes the seed wet and hard to handle. The dry treatment with copper carbonate has many advantages. At Amenia the elevator has installed a machine and is treating its patrons' seed, making a small charge for this service. During the past three years, I am told, Amenia hasn't shipped out a single car that received a smut notation at the terminal.

J. R. MEDD, Oakes: A home-made machine is in use by an elevator at Edgeley for applying copper carbonate. A charge of four cents a bushel is made, the elevator supplying the carbonate. Approximately 2½ ounces are used to the bushel and about 80 bushels can be treated in 20 minutes.

C. B. PRICHARD, Gardner: I met one elevator manager who dumps the copper carbonate in the elevator boot and lets it mix with the seed grain thru the course of elevation. The seed seemed to be thoroughly covered, tho I suppose that method wasted a great deal of the copper carbonate.

During the course of discussion it was noted that copper carbonate sometimes gives the farmer trouble if applied too heavily to the seed, by packing in the cups of the drills and caking them. Some eliminate this by loosening the cups a little and cleaning them occasionally.

Combine Harvester Problem.

MATT BAYER, Regent: We handled about 10,000 bus. of combine harvested grain last year. The greatest trouble was to keep the farmers from going into their fields too early and cutting when damp with dew. Early run off carried a pretty high moisture content.

After the farmers understood this they stayed out of their fields during the early morning hours and much of the difficulty was eliminated.

DR. BENTON: In 1927 we made investigations on the combine method of harvesting at four places in the state. It is our experience that the terminal markets make no discount on grain simply because it is harvested with a combine, but do apply a discount for moisture. It is here that combined grain suffers.

Discussion brought out that the greatest growth in use of the combine has been in the western part of the state among the straight grain farmers who have difficulty in obtaining sufficient labor when it is most needed. Its use is growing in other parts of the state and it seems sure that the combine will continue to be a problem among the elevator operators until better methods of handling such grain are developed.

Adjourned to 2 o'clock.

Wednesday Afternoon Session.

Music by the Grainmen's Band and a baritone solo by Sig. Torgerson of Fillmore preceded opening of a discussion on sidelines at the fourth session.

Sidelines-Credit.

MAX GOLDBERG, Moorhead: Sidelines always bring up the matter of credit. Too often credit is too lenient. Unless credit is restricted it is likely to result in losses.

Grain men are not in the banking business, and if the farmer cannot get credit from the banks he should not be entitled to it from the grain dealer. This is not always true. A man may have exhausted his credit at the bank and yet be a good risk if he is of honest character, depending upon the circumstances. We have done a credit business for years and haven't lost more than one-half of 1%.

Only one individual in our establishment has authority to grant credit. When the customer learns this he does not ordinarily ask for credit if he doesn't feel entitled to it. One man can keep familiar with accounts and know the patrons status.

Where a commission company has a financial interest in an elevator, it is usually opposed to the use of its money in handling sidelines. Every elevator ought to have enough capital of its own for this purpose and should take sufficient margin on the lines it handles to insure a profit.

Among the best and most advised sidelines is the feed mill. This is a great aid in making use of the dockage from cleaned grain. Elevators can often ship in corn and grind with local oats to good advantage, making a profit both on the corn and on the grinding.

Opinions vary on the amount of profit to be derived from cleaning, particularly if the elevator has no avenue of disposal for the screenings. The feed mill will cinch a profit here. We have a 6-cent rate on power and charge 10 cents a hundred for grinding. Our costs are about 80 cents a ton.

A short program of singing by the Bismarck High School Girls Glee Club was enjoyed by the delegates.

Legitimate Elevator Sidelines.

A delegate: So far we are handling no sidelines. We have hesitated to get into this business because of other dealers in our town. What are legitimate sidelines for the elevator?

MR. BENSON: We handle twine, salt, flour, feed and coal. We do a credit business but make collections on seed and feed within 10 days. Other credits must be settled at least once a year and 8% interest is charged on all accounts more than 30 days old. So far we have lost less than one-half of 1%.

MR. PRICHARD: If a manager is too good natured about extending credit he is likely to be imposed upon. One fellow came into my elevator four years ago and told a hard-luck story about needing money. Said he had a little barley in a bin on his farm and wanted me to

advance him something on it. I gave him \$100. I haven't seen the barley to this day and he still owes the \$100. A man with a tender heart has no place as manager of an elevator.

R. A. DILDINE, Ellendale: Can you give me any information regarding use of a hammer mill in grinding alfalfa?

A. F. OLSON, McGregor: We use a hammer mill, run with a 30 h.p. motor. It will apparently grind anything you put into it, tho we have had no experience with grinding alfalfa. Our power costs are 8 cents per kilowatt, or approximately 5 cents per hundred and we charge 10 cents an inch in the wagon box or per 100 lbs.

Discussion developed that coarse grinding would not kill small weed seeds such as pigeon grass or mustard, but that fine grinding in either the hammer or the attrition mill is very effective.

Mortgaged Grain and Liens.

MR. PRICHARD: Our bank gives me a transcript of all mortgages and liens in our territory, which proves invaluable in governing our handling of patrons' funds. Owners and tenants often get cross-way of each other in the division of the proceeds. In such cases we hold the check until they have settled and we know how to divide it. Thus we avoid paying a second time. It is necessary for the elevator manager to keep well posted on the mortgages and liens in his territory.

CHARIMAN BURGUM: Under the North Dakota law when a tenant signs a contract with a land owner he automatically gives a mortgage on the grain. If money is advanced him he must give up an additional share not covered by the contract. Such mortgages do not need to be recorded. We ought to have a law whereby the grain man would be notified and have some protection against paying twice.

MR. PRICHARD: We make a list of all tenants and landlords. Usually it is the elevator manager and not the landlord that makes



Photo by Hoff Studio.
Secy-Treas. P. A. Lee, Grand Forks, N. D.

monetary advances to the tenant. We seek to keep fully informed with inside information from the landlords. North Dakota has no laws protecting the elevator. We should be granted some legal relief.

Unidentified gentleman: We had a case, still unsettled, wherein the sheriff came in and wanted to see our records. He had no warrant. We told him our records were not open to inspection by sheriffs or anyone else.

He had called on a farmer to collect a bill while the farmer was threshing. Failing to seize and hold the grain the farmer brought it in and sold it to me. Then the sheriff came in and wanted to collect a second time from me.

We have a threatening letter from the states attorney contending we have bought stolen grain. We do not feel that it is stolen and are contending the sheriff fell down on the job by not attaching the grain before it was brought in.

Discussion of filing leases and advancing money to tenants showed that when an elevator operator advances any money without the landlord's consent he does so at his own risk. All grain belongs to the landlord until all his claims against it are settled.

Seed liens take precedence over all other claims in North Dakota, the courts taking the position that if it were not for the seed there could have been no grain. Labor claims are next in line.

Federal vs. State Inspection.

R. F. GUNKELMAN, Fargo: At present we are working under federal supervision of inspection. Either the buyer or the seller can call an appeal. If we had federal inspection entirely the state inspection would be destroyed and there could be no appeals. Any higher federal board would seek to support the decision of the first inspection.

SEC'Y LEE: A great deal can be said both for and against federal inspection. It is generally acknowledged that federal inspection is not always to the best interest of the producer.

The Northwest Shippers Advisory Board has considered the elimination of outlying sampling points. We have one case where a car was taken into Minneapolis and forwarded to Duluth from which 32 samples were taken. It became a question of whether there was more grain in the car than in the samples.

Grain is inspected at outlying points. When it goes into another district it is re-sampled and re-inspected. Additional fees are paid. That fact has made us wonder if we hadn't better favor federal inspection. Then we learned that the federal department has a separate district in Duluth and this would not rectify the trouble. We are still at loss.

WM. H. SCOTT, Chairman Wisconsin Grain Warehouse Commission, Superior: We have observed that Minnesota and Wisconsin state inspections run fairly close but that there is a great deal of difference between these state inspections and the federal.

Protein.

E. E. ROBIDEAUX, Parshall: We have felt it only fair to try to pay on protein content. To accomplish this we take samples from each wagon load the farmer brings in and send a combination sample to a laboratory for protein analysis provided the amount of grain involved is sufficient to warrant. Then we base payment on the laboratory test. In so buying of course we must take more than the normal 6 cents margin because of the variation between the test we will obtain on the sample and what the car will grade on arrival. No premium is given for protein on stored grain.

This is a situation which the farmers elevators must meet or other organizations will undermine them by giving the farmers premiums.

GENTLEMAN: The only way I've been able to handle grain on a protein basis is by putting it in a separate bin and shipping it for the account of the owner. When the check comes back I take out my margin and give him the rest. Protein tests never run the same.

MR. KUERT: If the sample is dry the

protein test will run higher than if the sample is wet. In taking samples try to avoid loss of moisture. Variations should be expected up to one-half of 1%. Wider variations are due to error in sampling or difference in moisture content of the separate samples.

Adjourned to 10 a. m., Thursday.

Montana Unit Session

Immediately following the close of the regular session Wednesday afternoon, a special session of the Montana dealers was called.

It was announced that sentiment among the membership of the Montana organization called for the annual meeting to be held at Wolf Point on June 18 and 19.

Pres. T. J. Larson, Outlook, was acclaimed the Montana delegate on the board of directors of the Farmers Grain Dealers Ass'n of North Dakota.

Montana dealers felt they are entitled to a clean out car for every grain at least once a year. At present they are granted only one clean out car regardless of the number of grains handled. Matter left to Sec'y Lee.

Montana has no compulsory storage law at present, which causes considerable difficulty, as competition will not permit collection of charges. It was felt Montana elevator operators were entitled to a law similar to those in effect in Minnesota and North Dakota.

Adjourned.

Thursday Morning Session

The fifth session was called to order by Pres. Thompson at 10 a. m. Thursday morning following a short program by the Grainsmen's Band and a baritone solo by Sig. Torgerson.

Mr. Millersburg of the Lehigh Briquetting Co., Lehigh, gave a short description of the low temperature carbonization process by which North Dakota lignite coal is made into briquets and urged the dealers to handle them as a sideline.

The resolutions com'ite presented the following resolutions, which were unanimously adopted:

Resolutions

WHEREAS: This Ass'n is the largest and most powerful organization within the state of North Dakota and represents the largest number of its citizens doing the largest volume of business; and,

WHEREAS: We have accomplished great things in the past and desire to continue so to do, we make the following recommendations to its members and others:

Deep Waterway.

We recommend that our Congressmen and Senators use all their efforts towards the completion of the St. Lawrence Deep Waterway and the improvement of the Missouri and Mississippi rivers as a deep waterway to the Gulf, and such effort be made as will divert the flood waters of the Missouri river into Devils lake, thus assisting to prevent the flooding of the Mississippi Valley.

Field Man.

RESOLVED, That the Extension Division of the North Dakota Agricultural College be urged to provide a permanent field man, as has been provided in South Dakota, Iowa, Nebraska and Kansas, whose duty it shall be to work with the farmers elevators in the study of and solution of their problems.

Reclamation Projects.

RESOLVED, That the Ass'n go on record as opposed to the further enlarging of the irrigation projects, and especially as affects the raising of wheat and assisting in creating a still larger surplus of this grain, and that our Senators and Congressmen be urged to oppose the appropriating of public moneys for this purpose.

Want Storage Due from U. S. Grain Corp.

WHEREAS: There are balances in the treasury of the old United States Grain Corporation which are due many elevator companies in the state; and,

WHEREAS: A bill has been introduced in Congress by Senator Shipstead to ask the President of the United States to authorize the payment of these accounts; therefore, be it

RESOLVED, That we instruct our representatives in Congress to lend their hearty support to the Senate Joint Resolution No. 59 to assist the farmers elevators to secure payment for what is justly due them under their contract.

Want Import Tariffs Increased.

WHEREAS: The imports of agricultural products for the year 1927 were \$468,000,000 more than the value of agricultural exports during the year; therefore, be it

RESOLVED, That we petition the Tariff Commission and the President of the United States to place a tariff on such agricultural products coming into this country as have no tariff on them and raise the tariff on such as do not have a sufficient tariff to enable the American farmer to maintain an adequate standard of living.

Railroad Merger Opposed.

WHEREAS: There is now before the Interstate Commerce Commission for their approval a plan to unify the Great Northern and Northern Pacific Railroads. We, the Farmers Grain Dealers Association of North Dakota, wish to voice our objection to this plan.

RESOLVED, That we commend our officers for their stand in opposition to this unification program.

A motion was made and adopted that the importance of developing the St. Lawrence waterway be brought to the attention of the Republican National Convention at Kansas City and the Democratic National Convention at Houston, and that each party be urged to make this project a part of the party platform.

A motion was made and passed providing one Montana delegate on the Ass'n board of directors to represent the Montana unit. The by-laws were corrected accordingly.

The following directors were elected: District 1, A. M. Thompson, Cogswell; District 2, John R. Maddock, Maddock; District 3, W. P. Vincent, Fortuna; Director at Large, S. A. Garber, Fortuna; Montana director, T. J. Larson, Outlook, Mont., to serve until annual meeting of Montana unit in June.

J. W. SHORTHILL, Sec'y Farmers Grain Dealers National Ass'n, Omaha, said he was glad to have another opportunity to enjoy the sunshine of the flickertail state, and delivered an address covering four subjects, Better Distribution, the Agricultural Problem, Interrelations, and Improved Transportation. He said:

J. W. Shorthill's Address.

Better Distribution: Someone has said the producer gets only 28 cents out of the consumer's dollar, and that 28 cents isn't enough. It was thought that if the farmers would organize they could control the price, but it was soon learned that most of the goods in this country are bought not because some producer wants to sell them, but because some customer wants to buy. So organizations to control price were abandoned.

Then the idea of controlling the movement of grain was tried and we still find agitation regarding this. I dare say, however, that if you had the entire distribution of wheat in the hands of one com'ite there would be less held off the market than under the present system. This is probably truer of corn than wheat. In May of 1927 we had the biggest movement of corn in the history of Nebraska, a time long after the dumping period. So control of movement and avoiding of dumping seems a failure.

An idea of controlling the membership of co-operative organizations was developed, but it has been learned that rigid and severe contracts are not wanted by the American farmer. Consequently the pools are modifying and making liberal their contracts.

Pooling: There is nothing wrong with pooling as pooling. It has been done in one line or another for many years. But rigid contracts won't work. We do not make good citizens in our court rooms and Americans will not be arbitrarily bound as members.

Eliminating the Middleman: To him was charged the great cost in the distributing system. Here are the facts: 28 cents of the consumer's dollar goes to the producer, 18 cents to the fabricator or manufacturer of flour, 11 cents are consumed for physical distribution and storage, including transportation, 10 cents for distributor selling, including the country elevator, the commission man, the wholesale jobber and the retailer. If you total these you will find they equal 67 cents. That leaves 33 cents, which is chargeable to manufacturer's selling cost—the cost of advertising and selling bread and flour. Maybe that is where we need a better system. Surely the middleman takes little enough, and a saving there would not materially aid the farmer.

This country has developed efficient and economical production thru the years of its progress, but has paid little attention to efficient and economical distribution. The tremendous cost of high-pressure selling of over-supplies consumes the profit of selling at a set price. One farmer today is producing the equal of 12

farmers 20 years ago, and his products must be sold.

Consumer demands has made the consumer price. Much of the flour that is sold over the counter in Omaha is sold in 5-lb. packages. This costs the consumer \$1.15 more per 50 lbs. than it would if he bought in 50-lb. sacks. If any saving were to be effected here the consumer would want it. He pays extra for convenience.

Advertising for the purpose of selling is one of the biggest businesses in the country. It takes a tremendous toll. What we need is greater interest on the part of the consumer in making purchases.

Your future as business men in your communities lies in becoming good purchasing agents rather than distributors and selling agents for some manufacturer. Then you have every opportunity to serve your patrons in their needs and desires.

Agricultural Problem: Selling is the problem and it is the surplus which ruins the market. This is by no means confined to the agricultural interests. It is stated on good authority that if the potential capacity were fully used this country could produce 70% more steel, 100% more copper, 300% more lumber, 80% more automobiles, 250% more flour. Overproduction in the milling industry has made it necessary to close 2,000 of this country's mills. Other industries have the same problem. The farmer has two advantages. In most cases he can sell his products any time he wishes. The farmer gets cash for his produce. Manufacturers must sell on credit.

Selling costs pile up when a product is sold out of the organized markets. In most cases of buying direct the consumer pays more than on the open market. Nebraska is coming to realize this on livestock. The cost of putting on a big selling campaign runs into enormous figures.

Interrelations: It is difficult for any man to live for himself alone. In this tremendous country all business and all industry are interrelated. What happens in New York affects the people in California. Were it not for agriculture and its buying power industry would have no market. One of the first things the prospective purchaser of a farm asks the real estate man is how close is it to a good town, a good home market.

Transportation: In this country we waste a great deal. This is particularly true of transportation. I'll wager that 75% of the trucks bringing livestock and agricultural products into the city of Omaha go back empty. There is no system between the railroads and the buses. Present facilities could be coordinated to much better advantage.

The automobile industry has brought more business to the railroads than it ever destroyed. The development of the interior waterways will do the same and the farmer would benefit. Water transportation would give the farmer 10 cents more per bushel on all the grain he ships, but this sum would be insignificant compared to the saving on the moving of industrial products to the interior and lower prices at which this would permit him to buy.

When considering the problem of agriculture it should be considered as a whole, in its relationship to other industries. It costs money to experiment with impractical schemes. If we can just dodge the bad places in the road the good things will take care of themselves.

Adjourned *sine die*.

Entertainment at Bismarck.

A prize fight in Bismarck Tuesday night attracted a large number of fight fans and the auditorium was packed. Ringside seats were at a premium and gate receipts were reputed to have totaled over \$4,000.

On Wednesday night the Bismarck Ass'n of Commerce exhibited "What Price Glory" at the auditorium. This multiple-reel picture was highly enjoyed by a majority of the delegates. Later in the evening the huge crowd swarmed into the Elks Club, where an old-fashioned Dutch lunch was served. Between the beer, the rye bread and an immense variety in cheese and sausage the delegates found it a highly enjoyable occasion. A song and dance act and a monologue by local talent completed the entertainment.

Many took advantage of the free excursion to Wilton to inspect the lignite coal mines in the afternoon on Thursday. Transportation was furnished by the mines. The trip was not without accident, for on its way back the train hit a cow.

At 9 o'clock Thursday evening delegates crowded into Patterson's Hall for the annual entertainment and dance supplied by courtesy of the commission men, supply men, seed and coal companies. In addition to a fair number

of grainmen's wives and sweethearts present the fair flowers of Bismarck came en masse and every man present had opportunity to slide around the waxed floor to the hauntingly blue strains of a colored orchestra. Mrs. A. G. Sorlie, wife of the governor, and Mrs. A. P. Lenhart, wife of the mayor, were chaperon hostesses.

Paper hats and serpentine abounded, and a punch stand in one corner of the hall added to the general merriment. The entertainment was a befitting climax to a very successful convention.

Bismarck Notes.

Billy McCrum represented the Richardson Scale Co.

Insurance men present included M. B. Parsons, H. M. Giles, P. H. Bowman and G. H. Evans of the Mill Mutual Insurance Company.

SEEDSMEN present included Oscar Kjorlie and B. A. Bale of the Fargo Seed House; R. F. Gunkelman, J. W. Cohen and H. E. Olson.

Grain solicitors from outside the state were C. J. Johnson of Erskine, Minn., and M. E. Coffey, Watertown, S. D., representing Hallet & Carey and H. L. Larson, Antelope, Mont.

OUT OF STATE shippers present were Max Goldberg, Moorhead and John Kisdellback, Barnesville, Minn.; R. Parrott, Pollock; Ed. Kilber, Artas, and Walter Isaak, Eureka, S. D.

DULUTH sent R. G. Simes, M. C. Reheinger, F. C. Tenney, W. W. Blecher, John Erickson, C. C. Baker, H. A. Jurgens, E. Woodruff, M. N. McCabe, Carlyle Hastings, F. G. Getchell.

Representatives of construction companies were C. G. Kiefe and C. A. Westby of T. E. Ibberson Co.; Geo. Hull and "Jack" Frost of Hickok Construction Co.; John Hogenson of Hogenson Construction Co.

The final registration showed a total of 1,204. Sessions were well attended and discussions sufficiently animated that none could leave without learning something to his profit. Several brought their wives and sweethearts.

THE DIRECTORS meeting Thursday afternoon elected A. M. Thompson of Cogswell to succeed himself as pres. and Sever Soine of Minot to succeed John R. Maddock as vice-pres. P. A. Lee continues as sec'y-treas. Fargo was selected as the 1929 convention point.

GRAIN SOLICITORS from Fargo were Jack Johnson, J. E. Wiper, A. A. Lee, Fred M. Schulz, Al. Davis, W. H. Horton, John Tompt, Lee Bemble. Those from Aberdeen included Bert Hite, B. E. Beltz, E. J. McGlenn, Chas. E. Titterud, John Haugen and Chas. W.

Bleight. The Grand Forks group included Knute Melby, Walter Gillespie, Gus Gunderson, J. M. Johnson, and Walter Jones.

THE GRAINMEN'S BAND, the only organization of its kind in this country and probably in the world, was better than ever this year. Louis Waag of Petersburg was an unusually efficient band master. Sig. Torger-son from Fillmore delighted his audiences with several numbers.

SOUVENIRS consisting of a variety of sizes and colors in pencils, trick handkerchief tops fastened to cards of the proper size for breast-pockets, snappers and other noise makers, paper clips, collapsible cigarette holders, cigar lighters and other items were profusely scattered among the delegates.

SOLICITORS from points about the state were S. M. Culbertson, Ellendale; A. Henningson, S. R. Hanson, Williston; E. O. Dillway, H. B. Blackley and W. S. Drummond, Devils Lake; A. W. Johnson, Glenfield; C. P. Foster, P. N. Haag, N. R. Underwood and J. N. Langum, Minot; Ed. Sackett, Bowden; J. Kellogg, Flaxton; L. E. Dickerson, Jamestown; A. D. Anderson, Berthold.

SHIPPERS from Montana were E. B. Burgeson, Baker; Frank Bannister, Wolf Point; D. H. Fulton, Sidney; R. A. Gunderson, Reserve; J. B. Hayes, Richey; H. B. Hanson, Wibaux; Karl Hovland, White Tail; John Johnson, Heimdahl; T. J. Larson, Outlook; M. B. Larson, Homestead; Wm. O'Laughlin, Baker; Lionel Opgrande, Medicine Lake; Louis Peterson, Culbertson; O. M. Rogney, McCabe; J. W. Smith, Intake; D. C. Tscharche, Froid; Leslie E. Tague, Intake; H. H. Thorpe, Terry.

MINNEAPOLIS representatives of commission houses and receivers were E. J. Barrett, Leo. Barrett, J. L. Berge, E. A. Cawcutt, "Si" Clark, Bill Cummings, J. D. Collinson, Fred Drun, R. M. Davies, E. W. Dittus, W. F. Foster, E. Geist, M. B. Gold, Frank H. Higgins, R. P. Hegman, E. A. Habel, E. F. Huber, R. W. Hankinson, H. W. King, F. C. Lydiard, G. P. Meyer, L. F. McCabe, Vern and J. N. McCarthy, M. R. Nelson, R. W. Remund-(Hallet & Cary), F. C. Riebe, S. M. Sorenson, H. S. Shepherdson, Fred C. Thomas, T. H. Van Every, Ted Welch.

Exhibits at Bismarck.

An exhibit of Gold Medal Feeds was in charge of L. F. Stanford.

Lindsay Bros.—"Red Top" twine. Matt Farmer and M. F. McNulty in charge.

A model Dump for dumping grain from wagons, trucks or sleighs. N. A. Nelson in charge.

Albert Hoiland—A wild oats separating machine, demonstrating with wild and tame oats mixed.

An Allis-Chalmers vertical grinder with enclosed ventilated type of motor, in charge of N. M. Nielsen.

Two Lang Flax Dockage Testers, one oper-

Bismarck Snaps.



Left to Right:—T. J. Larson, Outlook, Mont., Pres. Montana Unit; Louis Waag, Petersburg, N. D., Leader, and Jack Johnson, Fargo, N. D., Pres. of Grain Man's Band; L. S. Burgum, Arthur, N. D., Chairman, Managers Day.

ated with an electric motor, the other by air. R. M. Lang in charge.

General Electric Co.—Direct current, single phased and 3-phased totally inclosed, fan cooled electric motors for grain elevators. Exhibit inclosed seven motors of varying h. p. H. H. VanOrnum in charge.

The Strong-Scott Mfg. Co.—A Style "A" head-drive fitted with Timken roller bearings; and a safety manlift; in charge of H. H. Hussey.

J. J. Gerber Sheet Metal Works—Gerber Double Distributing Spout mounted on a model head in connection with Hinckley head drives. A. W. Gerber in charge.

Fairbanks, Morse & Co.—Two 3-phase motors, dust-proof, inclosed ventilated type, $7\frac{1}{2}$ h. p. C. D. Morton and Geo. E. Eby, North Dakota representatives, in charge.

Link-Belt Supply Co.—Two Hinckley Head Drives with G. E. motor, Beryl boot take-up, Beryl backstop, Hyatt roller bearings. W. H. Hinckley and H. M. Miller in charge.

Cow-Winter Mfg. Co.—A model leg fitted with a Winter direct connected head drive. Winter full floating boot pulley, and Timken bearings, in charge of A. E. Rothgarn.

Twin City Separator Co.—Two Emerson Cylinder Separators, the No. 3 Elevator type and the No. 2 Mill type; also an Emerson Dockage Tester. Johs. Groseth, Edward Schatz, Victor Olson and Thos. Armstrong in charge.

Carter-Mayhew Mfg. Co.—Three Carter Disc grain separators, the No. 1 Special, No. 3 and Big Four, in charge of L. H. Barker, J. A. McNamee, Fred M. Schulz, A. W. Erickson, Thomas Fimreite and Wm. P. Jacobs.

In Attendance

North Dakota Shippers present included A. B. Anderson, Hanks; S. M. Anderson, Clement; M. Arneson, Fairdale; Carl Anderson, Lostwood; Paul Anderson, Grafton; Giles Appel, Page; J. C. Ahley, Kensal; W. C. Adams, Coleharbor; J. J. Adams, Streeter; Guy E. Almy, Noonan; C. A. Aafedt, Berwick;

Christ Bauer, Ashley; J. W. Brenner, Windsor; Louis Bogstie, Landa; Dave Blair, Maza; Geo. M. Bresnahan, Casselton; W. A. Bokovoy, Kief; J. H. Bower, Braddock; R. H. Boehm, Turtle Lake; W. G. Bailey, Wishek; J. S. Birdsell, New Leipzig; A. J. Beaudoin, Belfield; D. C. Baldwin, Garske; Geo. Beier, Carrington; Matt Bayer, Regent; J. M. Bertholp, Knox; Lawrence Bennett, Robinson; L. W. Berkholtz, Hazleton, Frank Birdsall, Gladstone; L. E. Broe, Appam; L. S. Burgum, Arthur; Victor Boucher, Thorne; B. C. Bell, Steele; G. S. Benshoof, Napoleon; John Bibelheimer, Washburn;

C. C. Cary, Bowbells; P. P. Cowan, Crocus; Dave Coutts, Des Lacs; F. N. Cowen, Cando; David Calquhoun, Temvik; Noel Clothier, Medina; N. J. Casey, Spring Brook; F. M. Cooke, Woodworth; W. H. Cameron, Belfield; A. H. Christopher, Martin; F. A. Croal, Richardson; H. N. Christianson, Galchutt; F. E. Cormack, Grandin; J. F. Condie, Selfridge; C. A. Conlee, Flasher; Fred Carter, Jr., Flaxton;

R. A. Dildine, Ellendale; L. S. Davidson, Wolford; Fred Drummund, Oberon; Theo. Dietrich, Mandan; S. B. Dystad, Sterling; H. F. Dunham, Hamberg; Peter Deutscher, Streeter; R. V. Davies, Beach; E. Dorheim, Lehr; A. V. Darling, Grandin;

Gilbert Elliott, Leonard; A. W. Ebert, Wolsch; Emil Enockson, Moffett; Geo. Elliott, Tuttle; O. A. Erickson, Josephine; R. G. Everson, Washburn; E. L. Evans, Ypsilanti; E. G. Eggem, Litchville; A. L. Ekenes, Mooreton; O. M. Eiden, Edmore; A. E. Erickson, Belfield; A. Erickson, Cathay; A. R. Ellis, Coleharbor; L. M. Eickhorn, Lehr;

P. A. Finneman, Underwood;

H. A. Gates, Loraine; Walter Grabarkewitz, Bordulac; J. E. Geisler, Antelope; Alex Gebhard, Embden; E. E. Gentz, Stanton; C. F. Gibson, Mapleton; Val Gores, Bisbee; Henry Greve, Bentley; C. Gibson, Ypsilanti; S. F. Guttu, Roth; H. Gehrke, Merricourt; John Gress, Golden Valley; Gus Grosz, Fredonia; Ford Gardner, Harwood; H. W. Gentz, New England; O. T. Griffith, Rhame;

O. J. Hillesland, Douglas; L. E. Heaton, McKenzie; Sigfrid Holmberg, Falkirk; Wm. Hanch, Litchville; B. C. Hanson, Nome; Harry Hennix, Niobe; D. K. Hawbaker, Kenaston; H. F. Heinmiller, Heaton; Wm. Hanlon, Clementsville; A. S. Hough, Dawson; J. T. Hagen, Norma; J. C. Hayden, Leal; C. A. Hahn, New Salem; O. M. Heath, McHenry; H. W. Hanson, Max; Alex Harchanko, Benedict; Carl A. Hilde, Adams; J. E. Hannon, Wabek;

Ernest Ingold, Taylor; Art Ihle, Simcoe; Charles Inches, Ryder;

G. H. Johnson, Adrian; E. M. Jacobson, Ray; A. J. Jackson, Juno Siding; Stanley Jackson, Wimbledon; Caleb Johnson, Trenton; H. J. Johnson, Crary; M. O. Jacobs, Stirum;

E. B. Knutson, Fullerton; Geo. Knauss, Hanaford; R. C. Knelsel, Plaza; B. N. Klinger, Chasely; G. W. Kelley, Tower City; Fred Klein, Beulah; F. T. Kline, Benedict;

J. E. Law, Ayr; W. A. Long, Freda; O. G.

Lundby, Sykeston; C. M. Larson, Coulee; E. J. Lockwood, Guthrie; A. L. LeGrand, Manfred; Geo. N. Lenaburg, Gwinner; R. J. Loudan, Agate; W. H. Long, Millerton; P. A. Lindeman, Selz; C. O. Larson, Killdeer; P. E. Lundquist, Watford City;

J. C. Morse, Souris; J. Medd, Norway, Spur (Oakes p. o.); J. L. Mertz, Goodrich; H. M. Madson, Alsen; John Meisch, Goodrich; M. J. Moe, Dickinson; T. N. Mollerop, Forman; C. W. Martin, Walford; E. L. Marsh, Killdeer; J. B. Martin, Fort Clark; Vernon Mattix, Fonda; A. P. Misslin, Garrison; Pete Meier, Napoleon; K. Mikelthun, Wabek; S. A. Meier, Napoleon; Ben McCloskey, Wing; W. L. McGee, Sanborn;

N. G. Nelson, Stanley; G. N. Nelson, Harvey; C. B. Nupen, Jamestown; A. M. Nelson, Jud; Sig. Newgard, Whitman;

A. F. Olson, McGregor; C. M. Olson, Kathryn; I. R. Olson, Cogswell; Nels Osterdahl, Verona; Thos. Oien, Wild Rose; A. Odegard, Watrous; H. Oliver, McClusky; H. Ostbye, Fordville; John H. Olson, Hillsboro;

Wm. Pfau, Minnewaukon; John T. Payne, Halliday; A. Politiski, Linton; W. H. Pollock, Buffalo Springs; Chas. J. Patterson, Tappen; A. J. Piers, Braddock; W. T. Pederson, Sentinel Butte; C. W. Parsons, Regan; Clarence Pederson, Makoti; Melvin Peterson, Warwick; J. W. Poole, Baldwin; M. E. Poyzer, Lisbon; C. B. Prichard, Gardner; W. J. Paff, Greene.

T. J. Ritzman, Knox; August Reich, Elgin; E. E. Robideaux, Parshall; Earl Robinson, Munster; H. W. Reed, Burnstad; Iver Rasmussen, Solen; Alfred O. Rygg, Clifford; P. J. Raugust, Pickardville; Herb Roberts, Shields; C. H. Raney, Antler; W. E. Ryan, Eckelson;

J. F. Schuler, Hebron; J. F. Steiner, Willow City; Carl Saylor, Wisbick; N. J. Semmens, Luverne; B. C. Simonson, Barton; D. W. Sparrow, Portland; W. Scott, Harwood; E. C. Schmidt, Pettibone; C. L. Swedlund, Lunds Valley; A. C. Schuchard, Plaza; O. E. Stober, Rusco; Joe Schieb, Heaton; M. B. Skappel, Wellsburg; W. H. Sparrow, Berthold; B. T. Steen, Kulm; S. A. Selberg, Velva; John G. Steen, Bremen; B. J. Steffen, Zenith; Gust Swedlund, Powers Lake; John Smith, Flaxton; Geo. T. Schafer, Urbana; Otto L. Schulz, Falkirk; W. E. Smith, Brampton; J. H. Snider, Cleveland; F. L. Schuebley, Gladstone; J. A. Schroeder, Wilton; A. C. Sorenson, Sherwood; J. Stoltz, Danzig; A. I. Snarpe, Glenfield; John Stephenson, Zap;

A. Thompson, Merricourt; R. O. Torgerson, Parshall; T. K. Temanson, Coleharbor; A. L. Tennis, Columbus; H. E. Trannell, Sweet Briar; H. E. Trousdale, Dodge; L. T. Thompson, Denhoff; Gilbert Temanson, Underwood; T. Thronson, Ross; Chas. Tedholm, Pillsbury; W. M. Thompson, Hurdsville; J. H. S. Thomson, Valley City; J. E. Tierney, Driscoll;

J. R. Ulmer, Fullerton; Val Ungerecht, St. Joe (Starkweather p. o.); W. P. Vincent, Fortuna; Theo. J. Vaaler, Rawson; John Voeller, Butte;

Louis Waag, Petersburg; Fred Wankel, Grand Rapids; A. P. Wiest, Sykeston; Chas. Waechter, Glen Ullin; Joe Wolkittel, Mandan; J. E. Williams, Alice; August Wahl, Harvey; A. G. Wentz, Streeter; E. H. Wahl, Denhoff; H. E. Wicklund, Grenora; H. C. Wold, Cando;

G. E. Yonker, Van Hook; Fred C. Zinck, Alkabo; Ed. F. Zabel, Ruso.

Grain Weighing Facilities.

Address by J. A. Schmitz, Board of Trade Weighmaster, Chicago, before Iowa Farmers Grain Dealers Ass'n.

Many different facilities are used to determine the weight of grain loaded into cars, such as hopper scales, hand operated; hopper scales, automatically operated; wagon and motor truck scales; railroad track scales; the measuring stick, known as estimating grain; and grain lines in cars.

Obviously any facility to produce accurate results must be commercially correct. By "commercially" correct I mean that any error remaining in the scale shall come within the accepted tolerance for commercial weighing, hence negligible. Assuming, then, that the facilities used are commercially correct, we still have numerous problems to contend with when using the different facilities.

Hopper Scales—Hand Operated.—The problems confronting the user of a hopper scale are minimized in a scale of carload capacity that is located in the cupola of an elevator, on an unyielding foundation, and that is equipped with a recording beam, and with loading spout to deliver the grain directly to the car. Where such a facility is used, proper care and frequent testing of a scale and spout are the primary factors involved in assuring accuracy. But all scales are not so ideally located and equipped. In any case, a user of a hopper scale should take stock of the conditions that may cause weight differences, peculiar to his facilities, and be guided accordingly. These conditions in the order of their importance as indicated by the observations of the weighing department of the Chicago Board of Trade follow:

First—Failure to deliver to car all of the grain weighed therefor. This may be caused by de-

fective loading spouts, or, in case the grain is re-elevated after weighing, by leaks at the elevator head, by trapping grain in the boot, or hopper of such re-elevating leg, by defective leg casings, or by possible diversion of grain to bins.

Second—Incomplete records, missing drafts, recording the same draft twice, and incorrect entries, are hazards that must be considered. These can be reduced to the minimum by a proper system of recording and checking. And I strongly recommend the following methods for preventing such errors.

To Prevent Errors.—To begin with, the weigher should be provided with a bound weigh-book, and all matters pertaining to the shipment of a car and the weights thereof, including initial and car number, each individual draft, and seals, should be entered in this book forthwith, i. e., immediately at the time the information is secured. The records in this book, to have the highest possible standing (legal or otherwise) must be records of first entry. Under no circumstances should these records be made up of data transcribed from cards or other temporary memoranda. Where scales are not equipped with recording beams, the number and denominations of the hanger weights used, in weighing each draft, should be included in this book-record of weighing. This information should be recorded opposite the draft to which it belongs; and one entry checked with the other before disturbing the setting of the scale.

Hopper Scales—Automatically Operated.—The sub-committee on scales specifications in the 9009 case formulated rules for operating automatic scales, and I shall quote from these rules in dealing with this type of weighing machine, for the reason that it is failure to comply with precautionary measures such as are set forth in these rules that causes many weight differences. These rules, in part, follow:

1. If the automatic scale is provided with a compensator which is not self-adjusting, it shall be adjusted at the beginning of weighing of each carload, and, in addition, it shall be ascertained, at least four times during the weighing of any car, that the compensator is correctly adjusted.

2. If the automatic scale is provided with a self-adjusting compensator the scale shall be inspected at the beginning of weighing each carload, to see that it is in operation; and it shall be ascertained, at least four times during the weighing of any car, that the compensator is in correct adjustment.

3. A record shall be kept of the number of equivalent values of the weights used in weighing each carload of grain.

4. The empty balance of the scale shall be tested, and adjusted, if necessary, at frequent intervals. In this case shall be taken that the hopper is empty and the operating weights are all removed from the weight box or hanger weights from the end of the beam, and all sliding poises shall be set at zero, and the mechanism shall be clear of the hopper. In all cases scales in service shall be balanced at least once a week.

5. Weighers shall go over the scale thoroly before weighing any carload of grain, to be certain that the hopper and mechanism of the scale are free.

In addition, I would advise that automatic scales be so installed that any and all grain passing thru them must go direct to the car and nowhere else; otherwise grain intended for cars is liable to go to bins or vice versa. However, if the installation requires the re-elevation of grain after weighing, do not forget that the re-elevating leg, as well as the loading spout, needs the same attention as in the case of those hand operated hopper scales where the grain is not spouted direct to car. Finally, a continuous detailed record of the weights, of each and every car, should show in the "weigh-book" in order that every draft, weighed thru the scale, will be recorded, and can readily be checked. In other words, the counter on the automatic scale should tally with the book record.

Wagon and Motor Truck Scales.—Where wagon scale weights are used to determine shipping weights the hazards involved are as follows:

When such grain is loaded from a wagon dump into cars without re-weighing, or where grain is accumulated in bins for future loading without re-weighing, the diverting of a draft intended for car or bin is of frequent occurrence, especially when other grain is being weighed and handled during the loading of a car, or during the accumulation of different lots in bins. All the hazards incident to the handling of grain to cars, previously mentioned, are present when using wagon scales in making shipments. Complete detailed records, carefully checked, are of especial importance where wagon scale weights are used as shipping weights.

Railroad Track Scales.—All that I have said about making and keeping records in bound books applies with equal force to track scale weighing. However, very few country elevators are equipped with railroad track scales, hence I shall pass this subject with this caution that track scale weights are not acceptable unless the cars are weighed empty and loaded with all the cooerage material, no matter how accurate the weighing machine itself may be.

Estimating Grain.—It is our duty from time to time to estimate, by measurement, for checking [Continued on page 317]

Farmers Grain Dealers Ass'n Holds Interesting Meeting in Minneapolis

Delegates from Minnesota and North and South Dakota gathered over 600 strong for the 21st annual convention of the Farmers Grain Dealers Ass'n of Minnesota held at the Vest Hotel, Minneapolis, Feb. 21, 22 and 23. Most of the forenoon of the first day was devoted to visiting and registration of delegates. All sessions were held in the Moorish room.

Tuesday Morning Session.

The first session was called to order by Pres. H. J. Farmer, Pipestone, at 10:30 a. m. Tuesday morning.

MAYOR GEO. E. LEACH of Minneapolis made the welcoming address so hearty that every delegate felt glad he had come. Mayor Leach called attention to the fight on the part of the Twin Cities for early development of the Inland Waterways and the barge lines of the Upper Mississippi.

PRES. FARMER responded, saying:

Pres. Farmer's Address.

"We think almost as much of Minneapolis as the Mayor and we have an advantage. When we dress up we can come to Minneapolis. When we dress up there is no better place for him to go."

Following a few announcements the following committees were appointed:

RESOLUTIONS: P. D. Gilbertson, Glenwood, chairman; L. J. Nesheim, Montevideo; Theo. O. Frederickson, Kerkhoven; S. S. Beach, Hutchinson; Theo. Edénstrom, Woburn; August Smith, Litchfield.

CREDENTIALS: N. B. Leines, Wilmer, chairman; Theo. Torggrimson, Kenneth; Albert Bremer, Jeffers.

BY-LAWS: Fred Seidensticker, Wheaton, chairman; Geo. Luttmers, Pipestone; Jno. Lentz, Mountain Lake.

AUDITING: C. A. Erickson, Hallock, chairman; A. O. Lunder, Slayton; K. A. Hanson, Tyler.

A round table discussion developed the following arguments.

Cash System.

Discussion of operating on a cash basis felt that if too much credit is given a patron he soon reaches a limit and quits trading at the elevator anyway, particularly if collection is forced, whereas when he pays cash the transaction is completed and causes no further worry. Putting the elevator on a cash basis is best accomplished by the directors. This gives the manager a place on which to lay the blame and enables him to cope with the patron who always seeks credit.

Use of the 30 day system is not a cash basis. This period too easily drags along into 60 and 90 days. Then you are right back where you started.

Cash patrons are always friends. While some business may be lost, it is usually the business of the chronic credit seeker who often forgets to pay, changes patronage or moves suddenly without notice.

In a town where everybody gives credit the cash basis faces difficulty. Farmers do not have the cash habit and are inclined to trade where they can obtain credit. It helps a great deal if some incentive like a discount is given. Patrons do not like to pay cash if it gives them no advantage over the credit method.

Should Patronage Dividends Be Paid Non-Stockholders.

Discussion of this subject disclosed the conviction that members have their money invested and are entitled to the dividends. Co-operative law states that the stockholder is to get twice

the monetary advantage that is granted the non-stockholder. The non-stockholder is more likely to give his trade if he receives a patronage dividend. It is a good plan to hold the patronage dividend of the non-stockholder and apply it on the purchase of stock, then you will soon have him as a member.

Dividends must come out of the trade in the start. It is impossible for an elevator to maintain a narrow margin and pay a good dividend at the same time. If too narrow a margin is taken loss is liable to follow. If sinking funds and capital are given away in dividends the elevator will soon encounter difficulties.

It is expensive to borrow capital and pay interest. And repairs will take a heavy toll unless depreciation is provided.

The Minnesota law provides for payment of an 8% dividend on the stock of members. This should be considered part of the expense and should be covered before a patronage dividend is given.

Adjourned to 2 p. m.

Tuesday Afternoon Session.

The second session was opened with a program of singing by the Girls' Sextette of the Northern Pacific Railroad.

SECY A. F. NELSON, Minneapolis, commented briefly on his field report, from which we take the following:

Sec'y Nelson's Report.

The 1927 convention instructed its officers to work for a uniform storage law. Your officers tried to carry out this instruction and your recommendations are now enacted into law. The following extract explains the law as amended:

"On April 12th the House passed Senate file 570, which is the same law as is now in force on storage grain, except that it makes it compulsory and mandatory for any elevator company after the first 15 days to charge rates of storage as compiled by the 1923 law. This bill passed the Senate 63 to 0, and with a very substantial majority in the House."

Elevator-Agricultural Course: Last year's convention passed its approval, and there has now been organized in the School of Agriculture of the University of Minnesota, a course offering opportunity to farm boys who wish to enter the local grain business. It is adapted to the needs of the young men in the local elevator, and prepares them to assume leadership in the social and economic life of the community. Special training is given in the management problems of the local elevator.

Upper Mississippi Waterway.—This association has from time to time passed approval of the Great Lakes Waterway and the improvement of the Mississippi River, therefore the members will be interested in the fact that the first cargo of merchandise has gone up the Mississippi as far as Minneapolis, making the connecting link with the great ocean traffic. The Inland Water Corporation placed its rates on file July 19th, and a review of same shows rate reductions from 15 to 65 per cent under rail rates. Grain rates average from 60 to 65 per cent under present railway tariff on shipment to New Orleans and 30 per cent on shipments for domestic consumption. The rates on manufactured articles and up-stream freight, while they are lower than by rail, do not show the substantial reductions as down-stream.

The Minneapolis-to-New Orleans rate on grain for export is 14.8 cents per 100 pounds as compared with the rail rate of 36½ cents. The Minneapolis-to-St. Louis rate on grain for domestic use in the south is 13.5 cents and coarse grain rate is 12 cents, compared to the all-rail rate of 20 cents on both wheat and coarse grains.

The Twin Cities-to-Memphis barge rates of 19.5 cents per hundred, will apply on wheat and 18 cents on coarse grains, compared to the rail rate of 31½ cents on both classes. Domestic rates from the Twin Cities to New Orleans are 33 cents on wheat via river route and 30.5 cents on coarse grain, compared with present rail rates of 48½ cents on wheat and 47 cents on coarse grain.

Hearings, Conferences: During the year our officers have attended a number of hearings and conferences. We might mention the hearing on eliminating grain line in cars, conference

on inspection and grading of corn, 20 cent reduction in freight rates on coal, bulk head car rules, storage law conference, twenty-four hour limit on reinspection on corn, refund on interest and storage of grain by the U. S. Grain Corporation, refunds on switching charges on certain roads, conference on clean up cars, etc., together with four regular meetings of the N. W. Shippers Board.

Merchandising: A number of elevator companies, who a few years ago handled only grain, are today handling merchandise, and grain is really their side line.

The following data is taken from 355 elevators reporting in 1924, 346 in 1925, 364 in 1926 and 372 in 1927, on number of cars handled:

	1924	1925	1926	1927
Coal	282	284	290	295
Feed	267	266	275	282
Flour	238	239	231	228
Twine	175	165	182	190
Salt	171	148	173	176
Seeds	142	132	169	192
Implements	82	77	84	83
Posts	60	58	69	72
Tile	44	49	42	45
Livestock	38	40	42	45
Wire	37	37	42	43
Tankage	...	...	1	170
Hay	...	...	1	44
Mineral Feeds	...	...	...	143

Your Old Stock: What to do with the stock of members who have sold their farms, died, moved away, or in other ways become "dead" as far as patronizing the elevator company is concerned, is a vital question affecting the future of every elevator company. Every year more companies are confronted with the renewal of their charters, and some of them find that nearly half of their stock holders have moved away. Pick out the stock of members that have moved away or any other way become inactive. Get your stockholders together for the sole purpose of putting your inactive stock in the hands of producers. This is an important cog in your future existence and it is up to the officers of the company to see that it is not overlooked.

Failures: There are failures in all kinds of business and the Farmers Elevators are no exception. However, we have yet to find a Farmers Elevator where a lot of producers have not been fully paid on any storage tickets held for grain.

Individual Claims: We have during the year handled a number of individual claims and problems. This is a part of the service plan of the Association. These individual claims and problems vary from disputes on prices paid for elevator rentals, freight rates, etc., to disputed salary claims.

Annual Semi-Annual Audit: Years ago when the Farmers Elevators were first started, the Board of Directors would get together once a year and check up the figures, and the manager would make out a statement and annual report. While we have no accurate figures I think we would be safe in saying that over 60 per cent of the Farmers Elevator Companies are now audited by a competent Grain Auditor.

In connection with the Annual Audit let me say and I cannot emphasize it too strongly, that few local auditors, not in the grain business, appear to know how to set up an audit which will exempt our co-operative elevators from the income tax.

Elevator Leases: While most of the disputes over rental charges of elevator sites have been adjusted, there are a few where charges appear to be unsatisfactory, but the elevator companies have signed a lease covering a period of years. In all such cases the only thing to do is to wait until the expiration of the present lease. Refuse to sign another lease if terms are not satisfactory.

Expiration of Articles of Incorporation: Most elevator companies are incorporated for a term of twenty, twenty-five, or thirty years. At the expiration of this period, unless an extension is authorized, the company ceases to exist.

Preparation for extension and renewal of your charter should commence at least six months before the expiration of your corporate existence, in order to guard against any delay that may occur.

Future Trading Rule: Several inquiries have come in during the year, relative to the rule governing future trades on the different exchanges.

This rule provides that any farmer elevator company desiring to deal in futures must file an authorization regularly adopted by its Board of Directors, which authorization must be filed with the Commission firm with which it desires to deal. When this authorization has once been secured it remains in force until cancelled by the Board of Directors of the Farmers Elevator Co. giving it.

The rule requires that all trades be entered in the name of the Farmers Elevator Co.; it requires that the Board of Directors of the company designate some party, other than the manager who places the trades, to receive notice of such transaction; It requires the Commission Company handling the trades to notify

the party, other than the manager, of each trade made for the account of the Company.

If it is not the wish of the Farmers Elevator to deal in futures, the authorization should be revoked, for it is effective regardless of change of officers or management until it is cancelled.

Shippers Advisory Board: This Board was organized in 1922, when there existed chaos among the shippers and carriers. Its five years' work has brought about a more pleasant relationship between these two factions. The shippers are learning the troubles of the carrier, and the carrier is becoming acquainted with some of the difficulties of the shippers. The value of co-operation, one with the other, has been showing remarkable results.

Your Association has two representatives on this body, holding important committee appointments, one serving on the Executive Committee and the other on the Grain Committee, thus keeping in close contact at all times with the Board. Your representatives have had many occasions to take up matters of differences and complaints of various kinds coming from our country shippers, but we have yet to find the first complaint that has not been taken care of speedily and satisfactorily.

Money Due Farmers Elevators: In 1917 and 1918 Congress enacted the so-called National Defense Act by which the President was authorized to take over the control of all food-stuffs, including wheat. It fixed a guaranteed price to be paid to producers of wheat and authorized him to create and use any agency he deemed necessary to carry out the purpose of this act.

The U. S. Grain Corporation entered into written contract with the various elevator owners of the nation which provided among other things that the elevators accept all wheat offered and to pay to the purchaser the guaranteed price so fixed.

The elevator owners in purchasing this wheat deducted from such guaranteed price the common charge for interest and insurance. This charge varied in different parts of the country from two to five cents per bushel. The producer, therefore, objected to the deduction of these amounts from the guaranteed price, justly claiming that the price fixed by the government was the price due the producer. On the other hand the elevator owner said that he ought to be reimbursed for insurance and interest paid on the money he had borrowed and involved in the purchase of this wheat.

In order to settle the matter a conference was held at Fargo in July, 1919, at which conference representatives of this Association were present, and it was agreed between the U. S. Grain Corporation representing the Government, and the elevator through their representatives and the farmers or producer through theirs, that if the elevator owner would pay to the purchaser the full guaranteed price, the government through the U. S. Grain Corporation, would pay to the elevator by way of recompense 7-10ths of a cent per bushel on grain that the elevator owners were compelled to retain in their respective elevators at the end of each week, after an honest effort had been made to obtain cars for use in shipment of the grain then in their elevators and had been unable to do so. Written contracts to that effect were then made with each elevator.

The elevator owners then performed their part of the contract and paid the producer the full guaranteed price, advancing the charge for interest and insurance. The U. S. Grain Corporation then paid promptly the claims of the old line elevators, but under one pretext and another have refused to pay the farmers elevators, and it is the unpaid claims of these farmers elevators.

Some time ago a letter was sent to the managers of all farmers elevators asking them to write their Representatives and Senators to give support to S. J. Res. 59, thus assisting the farmers elevators to secure payment for what is justly due them under their contract.

HON. R. W. KEELER, Chokio, Minn., opened discussion of the storage bond, remarking:

Storage Bond.

The time is not ripe for further legislation on the storage bond question.

The storage bond is of recent origin in this state. It applies the feature of bonding to all country elevators doing a storage business as protection to its patrons. It applies on every bushel of grain in storage by such a house, regardless of whether or not it has been shipped and hedged.

Quite a number of things are wrong with the present measure. In the start there is no excuse for storage. It ought to be abolished for the benefit of every farmer and every farmers elevator.

Grain in store in the elevator itself hardly needs the protection of bond. The regular insurance on the contents of the house should be sufficient. The bond ought to be made to apply on grain shipped short only.

Other cooperative institutions such as cream-

eries and live stock shipping ass'ns carry large shares of the individual farmers property at a time, yet are not compelled to give bond for protection. Banks are not forced to give bond to protect bank deposits. Such business is done on the integrity of the institutions. It is discrimination to compel bonding on the part of the elevators. Eventually something will have to be done about it.

QUESTION: Under the Minnesota law do we have to give bond to protect all of the grain stored with the elevator, or just cover a certain amount?

MR. KEELER: You must protect all of the grain.

QUESTION: What is the cost of bonding?

MR. KEELER: I am not sure, but believe it to be \$50 for every \$5,000 of bond.

F. S. BETZ, Chicago: Why couldn't storing be outlawed and stop all the trouble it brings?

MR. KEELER: Some action on the part of the legislature to provide for higher charges would aid in this direction. A few elevators refuse to take bond and this gives them a good excuse not to store.

Further discussion manifested a feeling on the part of the delegates that the storage bond was a good feature for the protection of the stockholders and directors of farmers elevators, tho it is more satisfactory to do business with the storage feature eliminated.

J. T. PROBSTFIELD, Superintendent of Local Warehouses, Minneapolis, discussed termination of storage, saying:

Termination of Storage.

It would be profitable for every elevator operator to read the Minnesota law regarding the termination of storage on grain. It would save them from the penalties which follow failure to obey. Section 14, Chapter 114, provides that "All storage contracts on grain in store at public local grain warehouses shall terminate on July 31st of each year, except storage contracts on shelled corn, which shall terminate on March 31st of each year. Storage on any or all such grain may be terminated by the owner at any time before the date mentioned herein by the payment or tender of all legal charges and the surrender of the storage receipt together with a demand for delivery of such grain, or notice to warehouseman to sell the same."

Charges under the Minnesota law declare that the first 15 days shall be free and 1/30th of a cent per bushel per day charged thereafter. It is unlawful to charge differently. Neglect to collect is a misdemeanor punishable by a fine of \$50 to \$100 and/or 30 days to three months in prison. In addition the Railroad Commission may revoke the license to store. Failure to observe the letter of the law may lead to embarrassing situations for the elevator men should they be reported and the Commission be forced to investigate.

The Commission has made no ruling as to whether charges shall be made on gross or net weight. Accordingly you are privileged to use either.

Section 15 provides for continuation of the storage contract by mutual consent of the owner and the warehouseman. This requires cancelling of old storage receipts and issuance of new ones bearing the signatures of both owner and warehouseman.

QUESTION: Should someone come in and buy a load of grain, paying for it at the time and agreeing to call for it later, is such grain then in store and must receipt be issued?

MR. PROBSTFIELD: No. Such grain would not be in store and would be held at the owner's risk.

QUESTION: When must the manager make out the storage receipts?

MR. PROBSTFIELD: Such receipts must be made out on the nite of the day of delivery for all grain delivered that day in store, tho it is not required that the receipts be dated until the Saturday following delivery. In case of landlord and tenant the receipts shall be made out jointly. When the owner fails to give notice of disposition when grain is delivered it is considered sold and not in store.

SECY NELSON: Inasmuch as the Commission does not provide a ruling on whether charges shall be based on gross or net weight of stored grain, what is the wish of this meeting on which shall be used?

MR. PROBSTFIELD: Most of the elevators use the net bushels for collection of charges.

A recommendation was offered and adopted that the resolutions com'ite present a resolution declaring the Ass'n in favor of using the net bushels in computing charges.

Visiting Sec'ys Frank Sloan of the South Dakota Ass'n and J. P. Larson of the Iowa Ass'n were called upon and briefly extended greetings from the farmer grain dealers of their home states.

D. D. TENNEY of the Minneapolis Chamber of Commerce, remarked that R. P. Woodruff at the head of the Smut Prevention Com'ite of the Minneapolis Civic and Commerce Ass'n is accomplishing considerable in educational efforts on the prevention of this plague. Smut causes a great deal of loss to both the farmers and the grain men of the Northwest. The greatest loss is suffered by the farmer, since smut reduces the yield as well as the quality.

DAN O'NEAL, chairman of the Minnesota State Board of Grain Appeals, governing intrastate grain, remarked:

Grades and Dockage.

It is the duty of our organization to give fair and impartial decisions and to effect the grades promulgated by the Federal government, regardless of whether or not we think they are just.

In many cases we do not feel that the grades are arranged as they ought to be. Mostly our present grades are too finely drawn with too definite restrictions on each grading factor. Under the old grades 2/10ths of 1% of damage or dockage would be overlooked, but as now graded this is considered. Since only 1% of dockage alone may mean around \$40 on a car, we have constant appeals in on the part of commission men seeking the highest price for their patrons.

I cannot understand why any elevator operator overlooks the important saving which may be effected by cleaning his grain before shipping. Why spend freight on dockage?

Present Minneapolis grading sets a value on dockage by specifying the percentage of valuable grain therein. While it cannot set a price or say how much the elevator shall allow for dockage, its method of stating the kind and percentages reflects in the price to the farmer since a carload of grain with valuable dockage will bring more than one without.

Cleaning grain should prove highly profitable for the elevators of the Northwest.

MR. BENSON, of the Minneapolis Chamber of Commerce, declared a hope that the ass'n would find it possible to continue to hold its meetings in Minneapolis and expressed a warm feeling for it on the part of the commission men. He remarked that much for the good of the trade had been accomplished thru the ass'n. While the storage laws might not be entirely satisfactory, they do protect the farmer and the ass'n deserves credit for accomplishing them. If the farmers will give close study to the marketing question they will find they have much in common with the organized grain exchanges. The commission men welcome the opportunity to work with the ass'n.

Brokerage Ass'n.

A meeting of managers present was called immediately following the second session to consider organization of a cooperative brokerage ass'n for collective buying of sideline items and obtaining discounts thereby. About 40 were present.

E. L. KREGER, Ralston, Ia., manager of the Iowa organization for that purpose, discussed the Iowa plan and what it has accomplished, principally repeating his remarks at other conventions.

Those present favored such an organization for Minnesota and unanimously elected a com'ite of five to work in conjunction with Sec'y Nelson in completing plans and starting operation of the organization. Those elected are A. T. McNab, Maynard, chairman; Harry Walker, Hutchinson; Harry Keene, Kimball; R. J. Gebhard, Truman; S. O. Winge, Wheaton.

It was urged that the resolutions com'ite of

he regular ass'n present a resolution favoring support of the brokerage ass'n.
Adjourned.

Wednesday Morning Session.

The third session was devoted to managers' problems.

M. H. MONGEAU, manager of the farmers elevator at Elmore, was in the chair. He opened the proceedings with the following:

Mr. Mongeau's Remarks.

The manager should be thoroly sold on the idea that he is serving his community best because he is a servant of the cooperative marketing movement. For about 35 years farmers elevators have been establishing themselves thruout this great Northwest. Today they are recognized as one of the largest primary grain marketing agencies in this section.

Diversification is taking place so rapidly the farmers elevators must adapt themselves to new conditions. Where we used to handle grain alone and show a nice profit, now we must handle side lines. First on the list has always been coal. The right margin of profit and the quality of coal must be carefully figured to show a reasonable profit at cut-off time.

In some sections we find our customers going into dairying, poultry and hog raising, which necessitates handling a varied line of feeds. Here is where we must be doubly careful lest some good salesman load us at the wrong time or with the wrong kind of feed, often at a high price.

Feed grinding is fast coming to the front, and judging from the results at most stations where mills have been installed, we will all be millers as well as managers in a few years.

Salt makes a nice sideline, with very little waste and usually shows a small profit. Twine, seeds and feed are the standard sidelines for the average farmers elevator.

Managers must always try to serve the best interests of their communities, but should never work to the detriment of the company to satisfy the hobby of a few individuals. The storage problem has been easier to handle since the new law has been in effect.

Let every manager do his utmost to help the farmers solve their problems and he will soon have the good will of every customer. Then he becomes an important factor in his community.

F. S. BETZ, Chicago, read a paper on the relation of the manager to the board of directors. He declared it the duty of the stock-

holders carefully to select a good board of directors, and the duty of the directors to choose a responsible manager with business ability. Most of the success of a cooperative institution depends upon the manager, and he is entitled to the full support of the board, with their suggestions, but not interference. Oftimes when an elevator fails it is discovered that the cause is too many directors' fingers in the pie. A good manager welcomes their advice and wants to confer with them regularly, but will not brook their interference.

The older a cooperative institution grows the more likely is the lessening of interest on the part of stockholders. Too much of the stock becomes dead in the hands of retired farmer members or those who have died or moved out of the community. The company should seek to transfer such stock into active hands, where it may be more productive of business.

About 50 per cent of the business of the average cooperative elevator is done with non-stockholders. The institution must give prompt and efficient service to hold its trade. These factors are of almost equal importance in holding the trade of the members.

The remainder of the session was devoted to round table discussions by managers of farmers elevators, as follows:

Side Lines.

R. J. GEBHARD, Truman: Records show a constant decrease in the volume of grain business handled annually, with the consequence that institutions built to accommodate the former huge productions have found it necessary to fill in with sidelines. In some cases the sidelines make up the most important part of the business. Our grain business in 1922 totaled 455,000 bus. In 1926 it was only 256,000 bus., a decrease of almost 50% in four years.

With the increasing importance of sidelines it has become necessary to build up a volume of business and to take a reasonable margin to cover possible losses and put the division on a paying basis.

Contrary to the condition in handling grain, a sideline business comes in competition with local capital invested in independent stores handling the same or similar items. The local merchants often resent the invasion of their fields and sometimes price wars result. Resorting to price cutting does little good.

Advertising has an important place in building up the business. We have taken to putting out regular news letters and have found the farmers read them carefully. In addition we send out a circular letter twice a year discussing and promoting cooperation.

It is dangerous to chum with your patrons. Such conduct results in jealousy between them for fear one is getting an unfair advantage in purchases over the other.

In the old days the farmer used to come in and haggle over the price before buying. He was interested in bargaining. Today he comes in, loads up what he wants and then asks the price. Service is demanded.

Farmers are demanding delivery service on some items, such as lumber and machinery. If you offer a discount when the farmer does his own carrying you will often find he prefers to pay the larger price and have you bring it to him.

When a credit business is done the manager often finds it difficult to make collections, particularly on such items as coal and feed, which are consumed and forgotten. Consequently we have placed these items on a cash basis.

On such items as lumber and machinery we allow 5% discount for cash. If the farmer is unable to pay we seek to obtain his note, which constitutes assurance of payment in a reasonable length of time.

Buying to best advantage is almost as big a problem as selling. I believe that a great deal could be saved thru collective purchases.

Cash Basis.

D. C. PASLEY, Ceylon: The strictly cash business is a failure in our district. We believe it is necessary for the manager to become acquainted with his patrons and to allow credit accordingly. Most patrons will pay if they are given time and are diplomatically handled.

Character is the index by which to allow credit. Better to allow full credit to a poor but honest man than to allow any credit to a dishonest one who may be good for many times the amount involved. Pursuance of this policy has cost us less than \$100 in our six years of business.

We send out statements every 30 days and have found this considerable aid in collecting.

E. L. DE MARCE, Lake City: We have found the before-mentioned policies highly beneficial in conducting our sideline business. It is well to use care that bills do not grow too large, for the larger the bill the harder it is to obtain payment.

Directors' Policies.

VERN B. TUBBS, Marshall: I have had a good deal of experience with directors and am heartily in favor of regular meetings wherein they make inquiry and learn everything about the business. If the directors are on the watch losses will not easily occur.

OLE MOEN, Galesburg, N. D.: We conduct our sideline business on a cash basis. I advocate the withholding of dividends until a surplus equal to the capital stock has been built up. This makes the stock worth more, saves interest by providing owned capital and allows the elevator to work on a profitable basis.

Feed Mill Competition.

D. C. PASLEY, Ceylon: We have found that operation of a feed mill has no effect on such items as tankage and mineral feeds. But it cuts down the sale of such items as bran, red dog, and oil meal.

Inspection and Re-inspection.

CHAIRMAN MONGEAU: How much time should elapse between inspection and a call for re-inspection? I recently had a case of 8 cars of corn which went out of condition and lost me several hundred dollars because too long a time elapsed between arrival at Minneapolis and delivery to the elevator. I've tried to collect from the railroad but have been unsuccessful in covering the loss.

At present Minneapolis has no limit on the time that may elapse between inspection and a call for re-inspection. I believe five days should be more than sufficient.

C. B. HAUGEN, Windom: Inspection is usually prompt on an uphill market. When the market is going down the grain usually lays around a while.

Payment of Dividends.

Discussion proved most of those present felt the stockholder is first to be considered in the payment of dividends and that the non-stockholder is not entitled to any kind of payment unless he can be made a member.

Adjourned to 2 p. m.

Wednesday Afternoon Session.

The fourth session was opened with a series of songs by Howard Melaney, the Northern Pacific's tenor from the foothills of the Rockies. He was roundly applauded.

P. P. QUIST, State Weighmaster at Minneapolis, read a paper on the benefit of the shipping weight card, which will be published later.

W. J. KUERT, ass't agricultural economist at Washington, D. C., read a paper on "Some Major Problems of Farmers Elevators in the Spring Wheat Area." This is quoted elsewhere in this number.



Sec'y A. F. Nelson, Minneapolis.

Gustafson Memorial Exercises.

Time was taken out at this point to conduct brief memorial exercises for the late John F. Gustafson, former pres. of the ass'n.

HON. COL. R. A. WILKINSON, special investigator for the Minnesota Railroad & Warehouse Commission, Lake Elmo, discussed possible variations in protein tests taken from the same sample. He said:

Protein Tests.

The value of protein in milling wheat was not discovered and put into practical use until 1923, when it had an immediate effect on premiums offered at terminal markets. It has been in use ever since, but some farmers and country grain men still manifest skepticism. It has brought the additional problem of reflecting premiums to the producer in localities where high protein grain is grown.

The use of the protein test, however, steadily increased, making it necessary to establish state laboratories that impartial tests might be made to the benefit of the producer and the country shipper. Consequently the legislature took measures in 1925 and the present laboratories here and at Duluth were put in under authority of the State Railroad Commission.

Some criticism naturally developed and the state laboratories were carefully checked by mill and private laboratories. Variations were found, due to human error impossible to avoid in such close analysis of small samples.

Samples taken from cars for the state tests are carefully inclosed in air-tight containers at the car that change may not occur in transportation and a true test may be made. This is bound to be more accurate than tests made on samples which are protected only by paper or cloth. Variations are bound to result if such precautions are not taken. Moisture makes a big difference.

The state samples are marked only with the car number and initials so the chemist has no opportunity to tell for whom he is making the test.

Today laboratories are working within a variance of 25 points, or $\frac{1}{4}$ of 1%. When you consider that they work on a measured sample of only one gram, or $\frac{1}{28}$ th of an ounce, and that all chemicals and even the heat must be carefully measured, you can appreciate that this tolerance is very small indeed and that for all practical purposes the test is accurate. The variation is not material and cannot be avoided.

Chemists of the Northwest have an ass'n. At stated intervals a quantity of standard grade flour is divided and samples sent to each laboratory in an air-tight container. Each laboratory makes a test of this and returns its findings to the com'te in charge. This gives an accurate check on how each laboratory is running.

Grain men can accurately reflect protein premiums to carlot producers, but will find it very difficult to do so for the small producer whose grain must be run into a bin with that of others. The state laboratories will be glad to cooperate with you in determining protein content of wheat in your territory if you will send us samples in air-tight containers.

A brief discussion explained that Winnipeg wheat prices are usually higher than those in Minneapolis because a much better quality of milling wheat is offered. When an accurate comparison is made it is found that the American price is by far the highest.

Adjourned to 10 a. m., Thursday.

Thursday Morning Session.

The early part of the fifth session was devoted to a discussion of the advisability of co-operative elevators having periodical audits by an outside authority with no local interests.

Auditing.

THEO. O. FREDERICKSON, Kerkhoven: Farmers elevators ought to have an audit by a competent outside accountant at least once every five years. The manager may be honest, but it is better to play safe than be sorry. A good manager wants such an audit.

S. S. BEACH, Hutchinson: We had experience with our cooperative creamery when we lost about \$14,000. No audit had been made for considerable time and the directors paid little attention to the business, leaving it entirely to the manager. When suspicion finally arose it was too late and we found ourselves \$14,000 out.

An audit costs only about \$400. It is much wiser to pay such a figure than to wake up

some day to find your institution insolvent and badly in debt.

MR. BETZ: When the auditing is done by local people they are prone to overlook common items which a regular auditor familiar with his business considers. Accordingly the report is liable to be contrary to the actual status of the institution.

Auditing is a science and requires a man who is thoroly conversant with its details. Among the things a local com'te may overlook is depreciation and inventories. If they are not considered the elevator will run into a big loss some day.

MR. KUERT: It is highly desirable that the farmers elevator should have a regular audit. In the by-laws set up by the department for the guidance of such institutions an annual audit is provided. This should include a balance sheet, an operating statement, an itemized expense account, a statement of the condition of the properties, and statements of the weights of commodities handled, inventories, and grain in store.

MR. BETZ: In setting your margin it is preferable to estimate the minimum volume of business and base it thereon. Then if a greater volume is handled and more profit made this can be pro-rated back in dividends. If you set your estimate of volume too high and don't meet it you are likely to have a loss.

The remainder of the morning was given over to an address by Representative Swenson of the State Legislature urging a constitutional amendment to permit one-third of the gas tax being made available for rural roads other than trunkline highways.

Adjourned to 2 p. m.

Thursday Afternoon Session.

The sixth session was devoted to ass'n business. Pres. Farmer was in the chair.

Resolutions Adopted.

The following resolutions were read and unanimously adopted:

Construction of Waterways.

WHEREAS: The transportation by water is cheaper and the haul would be shorter by having consuming centers nearer to the points of production; therefore, be it

RESOLVED, That we favor the speedy improvement of the internal waterways of the United States, including the route from the Gulf of St. Lawrence to the Gulf of Mexico; and be it

RESOLVED, That we are especially interested in the maintenance of and increased service of the Upper Mississippi barge system.

Support of Shipstead Bill.

WHEREAS: There are balances in the treasury of the U. S. Grain Corporation which are due many of our farmer elevator companies; and,

WHEREAS: A bill has been introduced in Congress by Senator Shipstead to ask the President of the United States to authorize the payment of these accounts; therefore, be it

RESOLVED, That we instruct our representatives in Congress to lend their hearty support to the Senate Joint Resolution No. 59 to assist the farmers elevators to secure payment for what is justly due them under their contracts.

Charge Storage on Net Bushels.

WHEREAS: The storage law is indefinite in its statement as to whether the storage shall be charged on the gross or net bushels of grain stored; be it

RESOLVED, The basis for storage charges on grain be on the net bushels stored.

McNary-Haugen Bill.

WHEREAS: The American farmer is entitled to the world price, plus a reasonable tariff for the produce sold for home consumption to enable him to live according to the American standard; therefore, be it

RESOLVED, That we ask that the McNary-Haugen bill be enacted into law and that it be given a fair and impartial trial.

Continue Cooperative Marketing Division.

WHEREAS: The Federated Agricultural Trades Ass'n of America is seeking to have the Capper-Volstead Act exempting certain farm organizations from the provisions of the Sherman Anti-Trust law and that an enormous fund is proposed to be raised to fight cooperative organizations; and,

WHEREAS: In the establishment of a division of Cooperative Marketing in the Depart-

ment of Agriculture great benefit has accrued and will continue to help the farmers cooperatives if properly backed and used; therefore, be it

RESOLVED, That Congress continue this division and supply it with adequate funds for carrying on the work in the most efficient manner possible.

Cooperative Distribution of Merchandise.

WHEREAS: The managers have taken initial steps to form a Cooperative Brokerage Ass'n for the purpose of pooling their buying of merchandise for farmers elevator companies, and that we recognize the need of such an organization on account of the increased need of merchandising to take the place of the lessening of the volume of grain shipped; therefore, be it

RESOLVED, That we not only commend the managers in the action they are taking, but that we lend them all the support possible from the State Ass'n to make the venture successful and urge all companies to take part in the enterprise.

District Organization.

WHEREAS, there is a very small percentage of the membership who ever get in touch with the work of the State Ass'n and are therefore ignorant of the benefits which are to be derived from it and are not acquainted with the possibilities of the farmer elevator movement; therefore be it

RESOLVED, that we favor the continuance of the effort to hold district meetings and maintain the organizations with the end in view of bringing the work of the state ass'n to where it can be more easily attended where local problems may be freely discussed.

The Metric System.

WHEREAS, the system of weights and measures which we are using today in this country are so thoroughly established as to make the change contemplated by a bill in Congress to compel the use of the Metric System of weights and measures impractical; therefore be it

RESOLVED, that we are not in favor of the bill and that we use our influence in preventing the passage of such a bill.

Higher Tariff on Agricultural Products.

WHEREAS, the imports of agricultural products for the year 1927 were \$468,000,000.00 more than the value of agricultural exports during the year; therefore be it

RESOLVED, that we petition the Tariff Commission and the President of the United States to place a tariff on such agricultural products coming into this country as have no tariff on them and raise the tariff on such as do not have a sufficient tariff to enable the American farmer to maintain an adequate standard of living.

The By-Laws Com'te recommended adoption of the following addition to the by-laws of the ass'n.

Brokerage Department.

Whenever so voted by the managers of the members of this ass'n a brokerage department for the buying and distributing of merchandise shall be organized, such department to work with the Sec'y of the Ass'n. This com'te shall consist of five members elected by the managers and holding office for one year, who shall have full charge of all its operations, industry, expenses and distributing of profits. A separate account of its activities shall be maintained by the Sec'y of the Ass'n, who shall work in connection with this com'te as its manager.

The recommendation was adopted.

The reports of the treas. and of the auditing com'te were read and adopted.

The following officers and directors were selected, partly by acclamation and partly by ballot: H. J. Farmer, Pipestone, pres.; Theo. O. Frederickson, Kerkhoven, vice-pres.; Adam Brin, Stewartville, treas. Directors, Albert Immer, Jeffers; Adam Brin, Stewartville; S. S. Beach, Hutchinson.

Adjourned *sine die*.

Banquet and Entertainment.

The annual banquet and entertainment given by the Minneapolis Grain Commission Merchants Ass'n was staged at 6:30 p. m., Thursday, at the New Nicollet hotel. The huge ballroom was overcrowded, yet all managed to find seats. An excellent program of music and singing entertained during the consumption of a splendid 7-course dinner.

Following the lighting of cigars, Toastmaster Frank Higgins spoke briefly, expressing the joy of the commission men at having the privilege of entertaining the elevator ass'n and lauding the grain business of the Northwest. An expression of the commission men's confidence, he said, is in their plans to erect a new 7-story building on the site of the Old Chamber of Commerce Building which they now occupy.

Accurate Reflection of Protein Premiums to Growers

[From an Address by W. J. Kuhrt of U. S. Dept. of Agri. before Farmers Grain Dealers Ass'n at Bismarck]

The protein content of wheat delivered by farmers at a given station may vary widely in a given season. On the 1925 crop one station showed a range on wagonload tests of 8.25 per cent; while ranges of 4 per cent are common. Thus, in seasons when premiums are being paid at terminal markets for high protein wheat, there results a wider difference in the values of wheat delivered by farmers than is reflected in prices based on grade differentials alone.

Some local elevators are following a plan of paying a flat premium over list or base price to all patrons without determining the protein content of the wheat delivered. This method, of course, returns some of the premium values received by the elevator to growers. But under this plan the patron who delivers high protein wheat receives a lower premium than he should, while at the same time patrons who deliver low protein wheat receive premiums to which they are not entitled.

Failure of farmers' elevators and other country dealers accurately to reflect protein premiums to growers has resulted in much dissatisfaction on the part of patrons and there has recently occurred a noticeable increase in the amount of wheat shipped independently by growers, thus further reducing the volume handled annually by farmers' elevators. It is important, therefore, that farmers' elevators give this matter serious consideration.

Accurate reflection of premium values may be a difficult matter at times, and may not be entirely worthwhile unless protein is commanding substantial premiums. But accurate reflection of premiums can be made and should be made whenever conditions warrant. Some of the elevators which we have included in our study have already worked out satisfactory methods of reflecting premiums. A few farmers' elevators were trying out accurate methods as early as the 1924-25 season. Recently a special meeting was called in Montana to discuss the problem and a general plan was adopted by those who attended.

Our General Plan follows: It is first of all necessary to obtain a representative sample of the wheat to be sold by each patron. In obtaining such a representative sample of any farmer's wheat, it is essential to take a small sample from each wagonload or truckload delivered by that farmer. Such a sample should be representative of the load and should be taken by probing or from the regular pan sample secured as the load is being dumped. A dockage-free sample is desirable and some managers use the brass kettle sample used in determining test weight which, of course, is practically free from dockage and other readily separable foreign substances. As soon as possible after taking each sample, it should be placed in an air-tight metal or glass container to prevent change in the moisture content from the lot delivered.

All Deliveries by One Farmer Made Into One Sample.—As soon as samples have been obtained from all deliveries made by a farmer, these samples should be thoroughly mixed together and two representative samples of at least one pint each should be kept and again placed in air-tight metal or glass containers. One of these samples should then be sent in, at the expense of the farmer, to an official testing laboratory for both protein and moisture tests. If deemed necessary the second sample may also be tested for moisture and protein content as a check against the first sample.

If there is occasion to compare protein tests of samples containing different percentages of moisture, such tests should always be corrected to a uniform moisture basis of 13.5 per cent before such comparison is made.

Computing Premium.—Having obtained the protein and moisture content as well as the grade of the sample which represents the farmer's deliveries, the premium or discount may then be computed on the basis of what premium or discount is being paid for wheat of such quality and grade at terminal markets at the time the patron decides to sell his grain. Such information may usually be obtained from daily market reports or other price quoting services. In case a price quotation service is used by the elevator which carries a premium for protein based upon the average protein content of cars shipped from given stations, managers should acquaint themselves with the amount of the premium thus carried and make allowance for it in computing premiums and prices to be paid to growers.

In case the patron desires to dispose of his grain before the official protein and moisture tests have been received, some local elevators have developed the policy of paying such patrons a conservative flat rate or basic price, with the understanding that the balance due

the patron after adjusting for premiums or discounts for protein, will be remitted as soon as a report of the tests has been received.

If the patron decides to store his wheat, tests may be secured and premiums or discounts paid in accordance with market conditions at the time the patron decides to sell his grain. This, of course, adds another speculative feature to the storing of grain by farmers since premium values may change.

Farmers' elevators who ship and sell such stored grain before purchasing it from farmers should attempt to accumulate stocks of grain of a quality similar to that shipped, in order to offset possible risks which may arise from changes in premium values.

This, briefly, is the plan which has been worked out. Absolute accurate reflection of premiums to growers is, of course, not possible, but it is doubtful if this will be necessary to satisfy patrons especially at cooperative elevators where any premiums withheld in the interests of safety, will still accrue to the credit of the patron in some other form.

New Feed Grinding House at Little York.

When Wayne Bros. feed grinding house at Little York, Ill., burned the middle of last October they were somewhat hesitant about rebuilding. The manifest desire for service expressed by patrons immediately following the fire induced them to continue and by the 12th of November the new and more modern facilities were completed.

The new structure is 24x28 ft. and 22 ft. high, frame, iron clad. Wide sliding doors on both sides permit driving thru the building. Two bins are provided, each capable of holding 125 bus. One serves the grinding equipment. The other is a receptacle for the ground grain and is fitted with a chute at the bottom for emptying the bulk product into a farmer's wagon. The ground grain may be diverted into a sacking chute, if it is preferred sacked.

A number 4 Miracle-Ace hammer mill driven by a 60 h.p. Fairbanks-Morse electric motor constitutes the grinding equipment. It is set on a concrete foundation at one side and is fed thru a spout from one bin. This reduces the grain so fast that customers are seldom kept waiting much longer than it takes to unload and load up again.

Incoming grain is shoveled into the hopper of a cup elevator capable of handling 400 bus.

per hour, which delivers it to the hopper of the mill. Weighing is done on the regular truck scales at the office.

The feed warehouse was replaced at the time of rebuilding the grinding unit. This is a 14x48 ft. iron-clad structure with a wood floor. It is somewhat larger than the one that burned.

Wayne Bros. also have elevators and coal yards at Woodvale and Eleanor, now in operation. William H. and James B. Wayne constitute the firm. A photograph of their new feed grinding unit at Little York is reproduced herewith.

Seller Must Allow Contract Rate of Freight.

C. J. Martenis Grain Co., New York, N. Y., plaintiff, v. R. H. MacDonald, Boston, Mass., defendant, before Arbitration Com'te No. 3 of the Grain Dealers National Ass'n, composed of F. J. Schonhart, Carl J. B. Currie and O. P. Hall.

This dispute is over freight allowance on a car of wheat the plaintiffs bought of the defendants on Apr. 21, 1927. The wheat was bought at an agreed upon price "cost and freight to Boston rate points," for shipment "Ex Girard Point Elevator, Philadelphia."

This com'te is of the opinion that the plaintiff was entitled to a freight allowance under the terms of the contract of 21½ cents per hundred from the Girard Point Elevator to Boston rate points.

The plaintiff as the buyer furnished shipping directions to a point taking a 15½c rate from Girard Point Elevator, so that in invoicing, the defendant, as seller, should have allowed the plaintiff a freight credit of 6 cents per cwt.

We, therefore, find for the plaintiff in the amount of its claim, \$82.25, and assess the cost of his arbitration against the defendant.

Combating the corn borer with 10-minute programs to be given over radio stations in 25 states is to be undertaken by the U. S. Department of Agriculture.

Side-line items which are soon consumed and forgotten, such as coal, feed, etc., should be on a strictly "cash" sales basis. Avoiding disputes over collection for such commodities is best accomplished by strict enforcement of a "spot" cash policy, and is not only a business getter but a business keeper. Nobody ever went broke selling for cash.

During January, 1928, 1,030 mills reported grinding 42,027,850 bus. of wheat, out of which number of mills some 64 with a daily capacity of 26,605 barrels were idle during the month. In January, 1927, 1,041 mills ground 39,354,388 bus. of wheat, which was 53.3 per cent of total capacity operated, compared with 55.4 per cent of total capacity operated in January, 1928.



New Feed Grinding House of Wayne Bros. at Little York, Ill.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Conway, Ark.—Hiegel & Thessing are erecting a feed building.

Little Rock, Ark.—V. L. Simpson and W. O. Stanley, long time employes of the J. F. Weinmann Mfg. Co., which has an elevator, have been made members of the firm. The former is now general manager and sec'y and the latter is now vice-pres. and ass't general manager.

Little Rock, Ark.—J. F. Weinmann was elected pres. of the Grain Exchange at the annual meeting. Hal. K. Cochran was elected vice-pres., and Aug. Probst was re-elected sec'y-treas. The following were chosen directors: Carroll Thibault, M. H. Davis, J. S. Eggleston, E. L. Farmer and Guy Cameron.—P.

CANADA

Vancouver, B. C.—The rumor that we are planning to build an elevator here is unfounded.—James Richardson & Sons, Ltd.

Glenwood, Alta.—The Alberta Pacific Grain Co. has commenced work on a new elevator. The coal sheds have already been completed.

Collingwood, Ont.—Regarding the proposed new elevator to be built here, will say little has been done other than the ratepayers by a vote were almost unanimous in carrying a by-law that the town build the elevator at a cost of \$800,000. How far this scheme will go is difficult to say.—Wm. Hanley.

Ft. William, Ont.—The Fegles Construction Co. has been awarded the entire contract for the erection of our terminal grain elevator in the Mission district. The total workhouse and storage capacity will be in the neighborhood of 3,000,000 bus. Work on the foundation is now under way, and the expected date of completion is Sept. 15, 1928.—N. L. Leach, vice-pres., Searle Terminal, Ltd.

Port Arthur, Ont.—Excavation is completed for our 2,250,000-bu. storage addition. About half of the 4,600 pieces of piling are driven. With the exception that we are installing a marine leg in the northeast tank of the new storage, which is capable of handling 20,000 bus. per hour, there are no special features on either equipment or construction.—R. B. Pow, Reliance Grain Co., Ltd.

Fort William, Ont.—Fire which broke out about 3:45 the afternoon of Feb. 25 in the Ogilvie Flour Mills did damage estimated at \$5,000. It is supposed that a piece of metal became caught in one of the grinders, causing a spark which carried by suction to the dust collectors above, which are in a room by themselves at one corner of the building. The fire necessitated the closing down of the mill for about 10 days. This company operates a 2,000,000-bu. elevator also.

COLORADO

Denver, Colo.—The Colorado Mfg. & Elvtr. Co. is reconstructing and remodeling its offices.

Otis, Colo.—The Otis Mfg. Co. is not running. I have leased the building and elevator and am running it as the Rehder Grain Co.—Thos. P. Rehder.

Denver, Colo.—O. M. Kellogg of Denver has a number of memberships in the Grain Exchange, one of which was recently transferred to C. B. Kellogg of the same firm, in order that the latter might represent his company on the Exchange.—Sec'y H. G. Mundhenk.

Denver, Colo.—J. K. Mullen, founder of the Colorado Mfg. & Elvtr. Co., has paid the remaining \$1,500 indebtedness on St. Joseph's church, Oriskany, N. Y., of which parish he and his parents were members more than 60 years ago. Mr. Mullen made a gift of \$31,000 to the church when it was dedicated in November, 1923.

ILLINOIS

Secor, Ill.—The Secor Elvtr. Co. voted to build a mill at a recent stockholders' meeting.

Foosland, Ill.—H. A. Beasley has been re-elected manager of the Foosland Grain Co.

Bloomington, Ill.—The Central Mill & Elvtr. Co. has reduced its capital stock to \$58,000.

Pinkstaff, Ill.—L. E. Mast has been re-elected manager of the Pinkstaff Co-op. Elvtr. Co. for another year.

Castleton, Ill.—The Hartz Grain & Lumber Co. is having its oats elevator remodeled and is installing a conveyor.

Harvel, Ill.—The Farmers Elvtr. Corporation recently voted to dissolve. The elevator of the company burned last June.

Toulon, Ill.—I am at present working for Davis Bros. & Potter. I sold my business at Amboy last June.—F. S. Brooks.

Morris, Ill.—E. W. Bailey & Co. of Chicago have opened a local office in the First Trust & Savings Bank with H. W. Brush in charge.

Sterling, Ill.—Ed. A. James, formerly with the Armour Grain Co., and M. M. Day, formerly with Simons, Day & Co., are doing business here under the style of James & Day.

Galva, Ill.—The elevator on the C. B. & Q., formerly known as Heflbower & Peterson's Elvtr., but lately operated by A. C. White, will be operated by G. G. Lamb, who will also continue his present elevator and mill on the Rock Island.

Kankakee, Ill.—Grain dealers of this district held a meeting March 7 at McBroom's restaurant. Dinner was served at 7 o'clock, followed by a discussion of the following: Farm problems, scales, feed grinding, coal, seeds, storage, and real market service.

Mendota, Ill.—R. F. Platt is employed by Eckert & Ray in their brokerage business as a telegraph operator. In order to distinguish Eckert & Ray and Eckert & Ray Elvtr., we changed the name of the latter to Eckert, Ray & Bader.—C. L. Ray, Eckert & Ray.

Armstrong, Ill.—John Wood's elevator burned March 7 at 10 a. m., together with 2,500 bus. of oats and 500 bus. of corn. Loss on the building was \$9,000. The elevator had been running only about 15 minutes when smoke was seen coming from the cupola. The only bearings in cupola were on the head pulley.

CHICAGO NOTES.

John E. Brennan & Co. are moving to new and larger quarters in the Insurance Exchange Annex.

The rate of interest for advances on Bs/L has been fixed at 5½% per annum for the month of March.

Chas. B. Powell, broker, for many years a member of the Board of Trade, died Feb. 19 following an operation for appendicitis.

New members of the Board of Trade are: Albert G. Boesel, Lewis B. Hall, Jr., and Archer E. Hayes. The following memberships have been transferred: Estate R. C. Napier, G. F. Kersten, and Horace G. Newhall.

A proposed increase in the commission on 1,000-bu. lots of grain and a change in the clearing rates was defeated by a vote of 235 to 332 on the Board of Trade Feb. 27. The other amendments balloted upon carried by substantial majorities. These were given in detail on page 232 of the previous issue.

Temporary quarters for the Board of Trade, to be occupied while the new 42-story building is being erected on the site of the present building, will be built on a plot two squares from the present home. Construction is to start at once as completion is scheduled for Oct. 1 this year. The lease on the ground runs to Dec. 31, 1931, but contains a provision which gives the Board of Trade the right to cancel when the new home is completed.

J. J. Fones, retiring sec'y of the Board of Trade, was given a dinner at the Union League Club recently by friends on the Board. J. P. Griffin acted as toastmaster. H. A. Rumsey, on behalf of those present, presented Mr. Fones with a watch and chain.

The John E. Bastien Grain Co. has let the contract to M. A. Long & Co. for a reinforced concrete working house to replace the burned building, and for remodeling the Hess Drier. The working house will be 48x28 ft., 140 ft. high, with 50,000 bus. capacity, and space for machinery such as cleaners which may be installed later. Three elevator legs will be installed to give a handling capacity of 30 cars a day each way. The drier is to handle 10,000 bus. in a working day. The equipment will include two 1,000-bu. hopper scales of some standard make and 12 to 15 electric motors. It is to be completed by July 1.

INDIANA

Osgood, Ind.—The Farmers Mill & Elvtr. Co. has filed papers evidencing final dissolution with the sec'y of state.

Johnson (Keensburg, Ill., p. o.), Ind.—We have sold the site of our elevator which burned last fall to Ford Garrett of Princeton, Ind.—A. P. Bump & Co.

Gary and the new State Park Hotel at St. James are being considered as a location for the annual mid-summer meeting of the Indiana Grain Dealers Ass'n.

Azalia, Ind.—Job Hamblen, aged 75, a partner in the firm of Hamblen & Neuson, died recently in a Pullman car as a train on which he was returning from California was entering St. Louis, Mo.

New members of the Indiana Grain Dealers Ass'n are: Warren Elvtr. Co., Warren, Ind.; W. M. Wallace, Louisville, Ky.; Blasser & Marks, Denham, Ind., and Hart Bros. Grain Co., Indianapolis.

Hope, Ind.—The engine room and power plant of the Stafford Grain Co. were slightly damaged by fire Feb. 28. A hole was chopped in the roof and flour poured on the flames to extinguish the blaze.

Deedsville, Ind.—Howard See of Macy has bot the elevator of Fay Longstreth, operated as the Deedsville Elvtr. The house was built last year after the old one was burned. Mr. See also owns an elevator at Macy.

Nickel (Valparaiso p. o.), Ind.—As we are out of business here, please change our address to Crown Point, Ind.—John Frantz, mgr., E. K. Sowash Elvtr. (The plant of this company was badly damaged by fire last fall).

Evansville, Ind.—Declaring that bankruptcy proceedings are pending in the federal court against the Evansville Grain Co., Inc., a petition was filed in the superior court to terminate the county court receivership.—C.

Roann, Ind.—The Central Grain Co. incorporated; capital stock, \$30,000; by Harry Kinsey of North Manchester, Embra Kinsey of Claypool, and Henry E. Kinsey of Leesburg; to operate grain and flour mills and take over and operate mills at Roann and Urbana.

Indianapolis, Ind.—We are closing out business here, as the writer has accepted the position as manager of the wheat department of the National Mfg. Co., Toledo, O., and will look after the buying of wheat for this concern in the future.—J. P. Lackey, Lackey Grain Co.

Pendleton, Ind.—Pritchard & Rafert, Inc., incorporated; capital stock, \$30,000; by Glenwood and Hazel Pritchard and Geo. O. and Ethel Rafert, all of Fortville; to operate a grain elevator and manufacture flour, feeds and meal. This firm has taken over the property formerly owned by the Pendleton Elvtr. Co. and the Pendleton Feed & Fuel Co.

Winchester, Ind.—Jos. D. Ellison was arrested after information had been received that he and a companion had stolen clover seed valued at more than \$5,000 from the storage house of Goodrich Bros. The alleged thieves, according to local information, sold the grain in this city, Greenfield, O., and Indianapolis, a part of the alleged loot being sold back to the firm from which it was stolen.

IOWA

Walker, Ia.—Tom Gardner and Frank Takes have taken over the business of the Farmers Elvtr. Co.

Mt. Union, Ia.—The Farmers Elvtr. Co. will build a feed mill this spring.

Mt. Ayr, Ia.—The Farmers Union Co. expects to electrify its elevator this spring.

Dysart, Ia.—O. J. Smith has bot the interest of Tom Winter in the S. G. W. Grain Co.

Aredale, Ia.—The Farmers Elvtr. Co. has installed a feed grinder and two electric motors.

New Vienna, Ia.—The mill owned by Vorwild Bros. burned recently. The loss is placed at \$15,000 with some insurance.

Woodbine, Ia.—H. R. Smith now operates the elevator formerly operated by John Brandon who died about two years ago.

Van Horne, Ia.—Otto L. Knaack, who has been manager of the Farmers Co-op. Co. for the past 10 years, has been re-elected for another year.

Steamboat Rock, Ia.—Geo. Potgeter has bot the W. C. Baker Flour & Feed Store at Eldora and will conduct it in connection with his local grain business.

Ira, Ia.—We bot the elevator of the Clark Brown Elvtr. Co. It has a capacity of 20,000 bus. and is the only elevator in town.—W. L. Price, sec'y, Ira Elvtr. Co.

Coon Rapids, Ia.—We are building a new grain office this spring. We have had the biggest year since being at Coon Rapids.—Wm. Grettenberg, Grettenberg Grain Co.

Blencoe, Ia.—Mrs. Calvin Wilson, wife of the second man at the Farmers Elvtr. Co., died recently. Mr. Wilson's friends sympathize with him in his bereavement.—Art Torkelson.

Council Bluffs, Ia.—A million-bu. storage addition is being built on the C. & N. W. Ry. elevator here by Barnett & Record Co. Piling has been driven and work on the concrete has begun.

Fonda, Ia.—A meeting of grain dealers in this district is being planned for some time in April. E. H. Tiedeman and Geo. Moulton of Fonda and Wilbur Dougherty of Varina are looking after details.—Art Torkelson with Lamson Bros. & Co.

Shambaugh, Ia.—Arch Hamm now owns the local elevator and mill, having been deeded them by the sheriff. The property was sold a year ago to Willoughby Dye of Massena at forced sale under the terms of mortgage. Mr. Hamm bot the mortgage from Dye.

Sibley, Ia.—Farmers of the vicinity are discussing plans for organizing a new Farmers Elvtr., in which the profits of the business would be distributed pro-rata to the farmers who actually did business thru the elevator. The charter of the present Farmers Elvtr. Co. expires soon.

Radcliffe, Ia.—M. G. Gosling, mgr. of the Farmers Elvtr. Co., died March 1. He was manager of the Union Grain Co. at Union until the sale of that plant and very soon after the sale was appointed manager at Radcliffe. He was well known thruout the trade and his friendship will be missed by many.—A. T.

Hawarden, Ia.—H. R. Naftalin, who recently came here from Minneapolis and bot the Hawarden Roller Mills & Elvtr., has reorganized the company and formed the Hawarden Mfg. Co. An addition is to be built to the mill which will house a new alfalfa and molasses grinding plant. The improvements are expected to cost about \$10,000.

Sioux City, Ia.—The convention of the Western Grain Dealers Ass'n is to be held here May 1-2. The Grain Exchange has appointed a com'te to work with the sec'y of the Ass'n in arranging a profitable and interesting program. The members of the Exchange say that they will be in their new headquarters at the time of the convention and they will be in a good location to entertain their business friends and associates.—D. O. Milligan, sec'y, Western Grain Dealers Ass'n.

Cornell, Ia.—Oscar Eaton, manager of the elevator of F. G. Lyster and formerly manager of the Western Elvtr. Co. at Sioux Rapids for 30 years, died March 3, following injuries received the evening before in an auto accident near Rembrandt. At the time of the accident Mr. Eaton in company with D. W. Thomas, mgr. of the Rembrandt Grain Co.; Art Herstead of Cornell, who was driving; Art Anderson, Rossie elevator operator; and Harvey Ryan of the firm of Ryan & Harne were driving to Storm Lake to attend a banquet of the Western Grain Dealers Ass'n. None of the other occupants was seriously injured.

Audubon, Ia.—A. J. Leake will rebuild his elevator which burned last September.

KANSAS

Wichita, Kan.—John A. Roth, head of the Roth Grain Co., died recently.

Kendall, Kan.—Ira R. Yingling has commenced work on a new elevator.

Lincoln, Kan.—The Robinson Elvtr. Co. has completed a new feed warehouse.

Centralia, Kan.—The H. F. Potter Grain Co. will build a 15,000-bu. elevator this summer.

Otis, Kan.—Mail addressed to the Farmers Union has been returned marked "Out of business."

Shook, Kan.—E. C. Johnson has succeeded Perry A. Solomon as manager of the Farmers Elvtr. Co.

Sharon, Kan.—F. E. Nowak has succeeded J. E. DeWitt as manager of the Sharon Co-op. Grain Co.

Reserve, Kan.—Lee Green and Robert H. Corneison have bot the elevator of C. E. Stewart.—J. M. Gilmore.

Hutchinson, Kan.—Mail addressed to the Hipple Grain Co. has been returned marked "Moved to Omaha, Neb."

Eudora, Kan.—The Farmers Elvtr. Co., a new company, has taken over the Farmers Union Co-op. Mercantile & Elvtr. Co.

Lebanon, Kan.—Mail addressed to G. E. Jackson, prop., Lebanon Mill & Elvtr., has been returned marked "Present address unknown."

Plains, Kan.—We are planning to build a concrete elevator of 100,000 or 150,000 bus. capacity.—O. E. Kaufman, Plains Equity Exchange.

Scott City, Kan.—The Farmers Elvtr. Co. is covering its elevator with galvanized iron. I am operating this plant under lease.—W. R. Stevenson.

Reserve, Kan.—W. H. Spare, who recently bot the elevator of the Farmers Union Co-op. Ass'n, is operating as W. H. Spare Elvtr. J. M. Gilmore is manager.

Local or group meetings will be held during March in Concordia, Kan., and Hebron and Beatrice, Neb. Dealers located in these groups will be expected to attend.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

Atchison, Kan.—The Blair Mfg. Co. is completing plans for additional mill storage of 200,000 bus., a wheat blending house and improved facilities for receiving wagon wheat. Horner & Wyatt are preparing the plans for the addition.

Moline, Kan.—The Farmers Mill & Supply Co. has bot the stock of the Wilson Grain Co. and consolidated the two. Plans are being completed to build an elevator to replace the one destroyed by fire. J. W. White recently resigned as manager of the company and his place will be filled by Lewis Wilson.

Dodge City, Kan.—The Farmers Co-op. Grain Ass'n of Kansas will hold its annual meeting here Mar. 20-22. Among the speakers will be J. W. Shorthill, sec'y of the National Co-op. Grain Dealers Ass'n, L. A. Fitz of the grain futures division, F. A. Betz of Chicago, and Mrs. Margaret Hill McCarter, noted Kansas author.

Wichita, Kan.—Negotiations are pending between the Consolidated Flour Mills Co. of Hutchinson and Wichita property owners contemplating the establishment of the general offices of the Consolidated company here and the probable addition of another mill to the string of mills and elevators operated by the company.

Girard, Kan.—We have bot the Girard Mill & Elvtr., formerly owned by C. Hitz, who went out of business in 1926, and will remodel the mill for making corn meal, corn chop and poultry and dairy feeds. This is a 75,000-bu. concrete and steel elevator and a good brick mill building, diesel engine power.—Boyd-Pate Grain & Mfg. Co.

Ford, Kan.—The Ford Co-op. Exchange recently completed a 20x30 ft. warehouse with full sized basement. The basement is of concrete construction and the warehouse proper is frame, boxed inside and covered on the outside with corrugated iron. During the past year the company did a gross business in excess of one-half million dollars. J. L. Hipple is manager.

Oberlin, Kan.—The elevator of O. F. Lohoefer was threatened by fire recently when a 3-h.p. motor went wrong and started a fire. Fortunately it was soon under control.

The following have applied for membership in the Kansas Grain Dealers Ass'n: Ewen Grain Co., Urbana, Kan.; Snell Grain Co., Stratton, Colo.; Kelley Elvtr., Muscotah, Kan.; Burr Oak Mill, Burr Oak, Kan.; Farmers Elvtr. Co., Pickerell, Neb.; Gilead Grain Co., Gilead, Neb.; D. L. Davis Grain Co., Reynolds, Neb.; Black Bros. Flour Mills, Beatrice, Neb.; Kackley Co-op. Exchange, Kackley, Kan.; Ruskin Grain & Coal Co., Ruskin, Neb. This makes 20 applications secured since Jan. 1.—E. J. Smiley, sec'y.

Gypsum, Kan.—Aug. Glahn was awarded \$128.02 from the Farmers Elvtr. Co. in the district court. Glahn was alleged to have stored 533 bus. of wheat with the elevator in October, 1924. He claimed that on June 10, 1926, he sold the wheat to the elevator with the agreement that he would be charged no storage until he had sold it. The local market at the time was \$1.43 per bu. The elevator claimed that when the wheat was offered for sale it was not in a position to buy, but later when the price had dropped, tendered a check for the market price at that time to Glahn's banker who accepted it. Glahn asked for the market price on the wheat on June 10, 1926, plus interest from that date.

Dodge City, Kan.—The 31st annual meeting of the Kansas Grain Dealers Ass'n will be held in Dodge City, in the short grass country, "out where the west begins," May 15-16. Dodge City has just completed a \$250,000 hotel, the "Lora-Locke," where we will make headquarters. All sessions will be held in the assembly room of the hotel. The entertainment com'te appointed by the local Board of Trade is already making plans for entertaining 500 to 600 people. This com'te is planning a trip for the pleasure of those that have never visited this section of the state. A caravan will leave here early the morning of the 17th, the day following the close of the meeting, for a trip to the irrigated section, thence south thru the great wheat producing counties where not a tree obstructs the view for hundreds of miles. Autos will be provided for those coming in on the train.—E. J. Smiley, sec'y.

MARYLAND

Baltimore, Md.—T. Poindexter Loney, grain broker, aged 71 years, died Feb. 26 of pneumonia.

MICHIGAN

Albion, Mich.—We are out of business.—F. E. Nowlin & Co.

Detroit, Mich.—C. A. Huston discontinued business December 1.

Coldwater, Mich.—The Davis Coal & Feed Co. has installed a feed mill.

Hartford, Mich.—Richard W. Conklin, 53, mgr. of the Gleaner Co-op. Elvtr. Co. for the past 12 years, died recently following a week's illness of intestinal "flu."

Coldwater, Mich.—The B mill of the Wm. A. Coombs Mfg. Co. burned the night of Feb. 23. The engine and boiler room was not damaged but the rest was a total loss with no insurance.

Detroit, Mich.—The Board of Trade at its annual election March 8 chose the following officers: Armin Rickel, pres.; F. G. Emmons, first vice-pres.; Ernest C. Stott, second vice-pres.; Frank T. Caughey, Fred W. Blinn and Wm. G. Lichtenberg, directors.

Almont, Mich.—Beans valued at \$1,650, bought from the Almont Elvtr. Co. on Feb. 14, were recovered. On Feb. 14 the local elevator received a call, supposed to be from a firm in Detroit wishing to buy beans. A bargain was made and a truck, supposed to belong to the buyer, called for the beans. A check was given with the name of the firm both written and printed on it. A few days later it came back, declared a forgery. Frank Bishop, prop. of the elevator, will not prosecute the offender, according to reports.

MINNESOTA

Oakland, Minn.—We plan to install a feed mill this year if crop conditions warrant.—L. O. Ofstun, Oakland Farmers Elvtr. Co.

Alpha, Minn.—The Farmers Co-op. Society is closing out its business.

Dovray, Minn.—The Farmers Elvtr. Co. now operates the only elevator at Dovray.

Bertha, Minn.—We contemplate installation of an attrition mill.—Guy K. Williams.

Duluth, Minn.—Frank H. Higgins of Minneapolis has been elected a member of the Board of Trade.

Lynd, Minn.—The warehouse and machinery of the Farmers Community Elvtr. Co. were damaged by fire March 3.

Minneapolis, Minn.—Maj. Homer T. Elliott, a veteran of the Civil War and organizer of the Elliott-Foss Grain Co. in Chicago in 1869, died Feb. 23 at the age of 89.

Fisher, Minn.—An addition has been built to the elevator of the Fisher Grain Co. to house a new feed mill just installed. A new gas engine is also being installed.

Richville, Minn.—The elevator of the Atlantic Elvtr. Co., which was leased by T. E. Kaiser, burned recently. About 3,000 bus. of grain and a box car on a nearby track burned also.

The Minnesota law in Sec. 4273 provides that warehouses shall not be closer to the track or side track than 8 ft. from the center of track, and some shippers are said to have received notice to move their plants.

Minneapolis, Minn.—The foundation work for the new addition to the Chamber of Commerce is nearing completion. The ass'n has taken out a building permit for \$410,000, covering the superstructure which will be seven stories high.

Minneapolis, Minn.—A settlement, acceptable to both sides, has been reached in the case of Guy A. Thomas vs. the Washburn Crosby Co. The case involved the book value of the milling company's stock owned by Mr. Thomas at the time of his retirement from the company.

Barnesville, Minn.—The Farmers Elvtr. Co. bot the Diemer Elvtr. on the south end of town on the 25th of February and is moving it to a site beside its old house. This gives the company a total capacity of 60,000 bus. It is now installing a Carter Disc Big Four Grain Separator in its old house.—Leo. Kirsebaum, mgr.

Willmar, Minn.—At the last meeting of the New London Mlg. Co., Hon. Marcus Johnson of St. Paul was re-elected pres., the writer was re-elected sec'y-treas., and Albert Cairns of Foley was elected vice-pres. Mr. Cairns is sec'y-treas. and manager of the Foley Mlg. & Elvtr. Co. of Foley, and so far as the writer knows, he will continue in that capacity and continue to reside in Foley. He will devote some of his time to the New London Mlg. Co. in looking after the line of elevators.—C. S. Olson, New London Mlg. Co.

MISSOURI

Joplin, Mo.—We will not rebuild our Joplin plant for some time.—Boyd-Pate Grain & Mlg. Co.

Wellsville, Mo.—B. T. White has succeeded C. L. Oliver as manager of the Leader Mlg. & Elvtr. Co.—P.

Ste. Genevieve, Mo.—The large warehouse on the premises of the Schaaf Elvtr. is being dismantled. It was formerly used for storing flour for the Cone Mill.

Richmond, Mo.—Luke Seward, 34, owner of the Seward Grain Co., was killed instantly when his car overturned on the state highway near here. His wife survives.—P.

Nevada, Mo.—Our new elevator is now in operation. It is 30x30 ft. and adjoins our seed house which is 30x56 ft. The new addition is arranged and equipped as follows: 8x30x30 ft. basement with 6 ft. sump for 14x6x6x4 elevators, corn sheller, J-B Hammer Mill, grinder, 1,000-lb. batch mixer, operated by one 15- and one 20-h.p. motors with separate clutch for each machine, 12x30x30 ft. work floor, wagon dump, hundred-bu. hopper scale, all bins spouted to serve scale which has direct dump back to either elevator or can sack from either of the 14 overhead cribbed bins which are 15 ft. deep. Head house 20x30x22 ft., corn cleaner, seed cleaners, a distributor for each leg, so arranged to serve all the bins from either leg thru cleaners or direct from head. Each head has roller bearings operated by 10-h.p. motor. We have built this plant for the grinding and mixing of dairy and poultry feed and the cleaning of seed.—J. K. Hill.

Advance, Mo.—The Stoddard Mill & Grain Co. has bot the feed business of the Cape County Mlg. Co. at Puxico.

KANSAS CITY LETTER.

Kansas City, Mo.—Malcolm D. Smith has been elected to membership in the Board of Trade.

Kansas City, Mo.—The Great Western Elvtr. Co. is moving its offices to larger quarters at 843 Board of Trade Bldg.

Kansas City, Mo.—W. H. Marshall of the W. H. Marshall Commission Co. and a member of the Board of Trade since 1915, died Mar. 2, aged 61. He is survived by his widow, Mrs. Ora Marshall, and a son, Edmund Marshall, also a member of the local exchange.

Kansas City, Mo.—Our Kansas City milling capacity to start out with will be 1,200 to 1,500 bbls., but the building will be sufficiently large to house double that capacity. Our elevator capacity will be three-quarters million bus. Our engineers are now making up plans for the mills and it is our hope that the whole structure will be completed within a year.—H. Anderson, pres., National Mlg. Co.

ST. LOUIS LETTER.

F. W. Mueller of Peoria, Ill., has applied for membership in the Merchants Exchange.

Roy H. Monier, state warehouse commissioner of Missouri, delivered an address over station WOS, Feb. 29, on the subject, "The St. Louis Market."

Arthur H. Davis and Ralph M. Guenther have been elected to membership in the Merchants Exchange. The memberships of E. L. Waggoner and C. J. Phillips have been transferred.

Leopold Knebel died at the home of his daughter Feb. 22, aged 88. He was for a long time engaged in the grain and lumber business and was a member of the Merchants Exchange for 30 years.

J. G. Sackmann is local manager of our East St. Louis plant, and Milton Martin is supt. It is located on the Southern Railway and St. Louis Merchants Bridge Terminal Railroad.—Wayne Feed Mills.

T. Carroll Taylor, 78, died Feb. 22 after a five years' illness from nephritis. In 1878 he founded the T. C. Taylor & Co. commission firm and was its pres. until 1890, after which he was associated with the Seele Grain Co. for 14 years. His widow, three daughters and a son survive.—P.

We have made no definite decision in regard to rebuilding our river house which was burned recently. We are working on plans and sketches at the present time and will begin constructing new river loading facilities promptly upon making a decision. The property that was destroyed comprised barge loading facilities, cleaners and a small amount of storage. Our main elevator was not damaged and operations were suspended for only a few hours while the fire was raging, which necessitated cutting off our power. We estimate our facilities will be completed and in operation within the next 30 or 40 days.—W. T. Brooking, Marshall Hall Grain Corporation.

MONTANA

Kalispell, Mont.—The Equity Supply Co. has recently installed a fanning mill and a disc separator for cleaning and grading certified wheat.

Judith Gap, Mont.—Ray Umphress is local manager of our elevator, and Robert Franks, manager of our plant at Oxford (Nihill p. o.). Both elevators were formerly operated by the Montana Grain Growers. The firm name is now the Judith Gap Elvtr. Co. There are only two elevators at Judith Gap, ours and the one owned by the International Elvtr. Co.—W. C. Mitchell Co.

NEBRASKA

Peru, Neb.—The Farmers Elvtr. Co. has installed an electric truck dump.

Benedict, Neb.—W. B. McMullen has been re-elected manager of the Farmers Co-op. Grain Co.

Albion, Neb.—The Cherny-Watson Lumber Co. of North Bend has bot the elevator of the Nye-Jenks Grain Co.

Herman, Neb.—Jas. N. Harrison has bot the plant of the Crowell Elvtr. Co., the deal including the elevator, coal bins and office.

Norfolk, Neb.—Sparks from the office flue caused slight damage to the plant of the Norfolk Cereal & Flour Mills Co. on Feb. 20.

Ellis, Neb.—F. M. Saum, who recently sold his elevator at Bennett, has accepted a position as manager of the Farmers Grain & Live Stock Co.

Hastings, Neb.—R. T. Browne, local manager for Goffe & Carkener, Inc., has resigned to take a similar position with the Simonds-Shields-Lonsdale Grain Co.

Omaha, Neb.—J. B. Blanchard, in charge of the consignment department of the Mid-West Grain Co., died March 3 at the age of 81 years. He had been a member of the Grain Exchange for 15 years.

Omaha, Neb.—A million-bu. storage addition is being built on the C. & N. W. Ry. elvtr. at Council Bluffs, Ia., by the Barnett & Record Co. Piling has been driven and work on the concrete has started.

Crab Orchard, Neb.—The Farmers Union Co-op. Ass'n, whose elevator burned recently, decided to disorganize and not rebuild. However, about 30 farmers of the vicinity are soliciting funds to build another elevator and will form a new organization.

Omaha, Neb.—The bridge tournament of the Grain Club closed with G. F. Dristy and H. R. Clark winning first honors; O. M. Smith and Hugh Butler, second; J. W. Holmquist and D. P. Moore tied with H. R. Caldwell for third place. Prizes were awarded on the trading floor of the exchange.

NEW ENGLAND

Norwich, Conn.—The wooden elevator of the Norwich Grain Co. burned recently with a loss of \$50,000. It is expected that the plant will be rebuilt.

Boston, Mass.—Chase Grain Mill of Boston, Mass., and Plymouth, N. H., incorporated; capital stock, \$60,000; by Herbert L. Hammond, Monroe L. Lorimer and Harry N. Vaughn, all of the Grain Exchange.—S.

Boston, Mass.—Schroeder & Co., Inc., incorporated; capital stock, \$100,000; by John A. Schroeder of the Grain Exchange and Emma K. Schroeder, both of Norwood, and C. K. Koelsch of Milton; to handle grain and flour.—S.

Boston, Mass.—Thirty stock brokers have applied for active membership in the Grain & Flour Exchange. This is believed to be the first step in a movement to share the trading facilities of the exchange with the Curb Exchange, which handles securities not listed on the Stock Exchange. The brokers seeking active membership will take offices in the Exchange Bldg., it is understood.

NEW YORK

New York, N. Y.—Edward M. Richardson of Philadelphia, Pa., has been elected to membership in the Produce Exchange.

New York, N. Y.—Ignatz Panzer, vice-pres. of the North American Export Grain Ass'n, died recently at the age of 57 years.

New York, N. Y.—John F. Sparr, aged 86, and an old member of the Produce Exchange, died Feb. 26 at his home in Brooklyn.

New York, N. Y.—Henry Altenbrand, who was claimed to be the oldest member of the Produce Exchange, died Feb. 21 at the age of 84 years. He was pres. of the Manhattan Malt Co., of Montana, which has a line of elevators, and developed the growth of barley by irrigation, bringing over a colony of Dutch farmers to settle in the Gallatin Valley.

Waterloo, N. Y.—An indictment charging second degree forgery has been returned against Chas. H. Pratz, member of the grain and feed firm of Pratz, Kime & Pratz, which recently failed for \$80,000. It is charged Mr. Pratz gave a forged B/L for 60,000 bus. of wheat to the Bank of Ovid, N. Y., with intent to obtain credit by fraud. Bail of \$5,000 was given.

BUFFALO LETTER.

Geo. Urban, Jr., pres. of the Geo. Urban Mlg. Co., died Feb. 23 after an illness of three weeks. He was 77 years of age. He was one of the most outstanding flour millers in the United States.

R. V. Craig, formerly traffic commissioner of the Miller Traffic Com'te, is now with the Corn Exchange.

The Western Elevating Ass'n, Inc., has bot the 750,000-bu. Wheeler Elvtr., situated on the Buffalo Creek Railroad and the Buffalo River, from the Transit Forwarding Co.

State appropriations to dredge the Ohio basin so that the Banner Mlg. Co. may erect an elevator leg to enable it to handle wheat direct from barges is being sought at Albany. If this is done, other milling sites on the basin would be opened up, it is claimed by marine interests.

William B. Prickitt of Chicago, representing the Bondholders' Protective Com'te, was the only bidder at the auction sale of the Great Eastern and Dakota elevators held on Mar. 5. Both elevators with all the land and other property connected with them were sold for \$550,000. There had been considerable speculation as to who the successful bidder would be, as prior to the opening of the sale many expected that there might be some spirited bidding. Mr. Prickitt, however, being a representative of the bondholders, could pay with the bonds held, whereas another bidder would have to pay cash. As to what disposition will be made of the properties, no definite information is forthcoming, though it is justifiable to presume they will be offered for sale or lease. The Levi S. Chapman interests took over the management of these properties about two or three years ago. The Dakota elevator has a capacity of about 1,000,000 bus. and the Great Eastern, 2,500,000 bus.

NORTH DAKOTA

Berwick, N. D.—The C. A. Aafedt Elvtr. is planning to install two electric motors.

Roseland, N. D.—The Victoria Elvtr. Co. has bot a vertical grinder for its local plant.

Mott, N. D.—The newly organized Mott Mill & Elvtr. Co. is installing a vertical grinder.

Enderlin, N. D.—The Farmers Elvtr. Co. has built an addition to its plant and installed a feed mill.

Harwood, N. D.—We are planning on installing a feed grinding mill.—M. W. Scott, Harwood Grain Co.

Wabek, N. D.—Directors of the Wabek Farmers Co-op. Elvtr. Co. contemplate building additional storage space. Wabek Grain Co. is planning improved power equipment.

Kramer, N. D.—E. I. Ferguson has resigned as manager of the Farmers Grain Co., and with C. P. Foster of Minot has bot an elevator at Carrington. He will take charge of it about July 1.

Bismarck, N. D.—Ben C. Larkin, formerly head of the grain department of the North Dakota Railroad and Warehouse Commission, has been appointed pres. of the commission, effective April 1.

Coleharbor, N. D.—Coleharbor Independent Grain Co. is considering installation of motors to replace the present power equipment. Coleharbor Grain Co., is planning the same.—A. R. Ellis and W. C. Adams.

Arthur, N. D.—We have just installed a cleaner and scarifier for use on sweet clover and other field seeds. The elevator business has come to require the use of side lines to fill in the business valleys.—L. S. Burgum.

Mott, N. D.—L. V. Duncinson, sheriff of Hettinger county, has bot mill, elevator and power plant of the Stewart Estate thru G. H. Stewart, son of S. Stewart, deceased. It is understood the new owner will continue the business.

Driscoll, N. D.—I now own both elevators here, having bot the Equity last fall. A high-line is coming in and I am planning to install a 25-h.p. G. E. motor for operating my feed grinder. Hope to motorize the elevators this fall if conditions are satisfactory thru the summer.—J. E. Tierney.

La Mars (Rosholt p. o.), N. D.—The Farmers Elvtr. Co. has let a contract to the Hickok Construction Co. for a 25,000-bu. cribbed and iron-clad elevator. The structure will have 16 bins and one leg. Equipment will include Winter Head Drive, truck dump and full floating boot pulley, Fairbanks 10-ton truck scales, Richardson Automatic Scales with capacity for handling 1,500 bus. per hour, and a Fairbanks-Morse Engine. The plant will be equipped with roller bearings thruout. Niles A. Walter is manager.

Casselton, N. D.—We contemplate installing a feed grinding mill.—Geo. M. Bresnahan, Casselton Elvtr. Co.

OHIO

Oak Harbor, O.—The Emery Thierwechter Co. recently installed a feed mill.

Haviland, O.—The Haviland Grain Co. has installed a Sidney Roller Bearing Corn Sheller.

Green Springs, O.—The Green Springs Co-op. Co. has installed a Sidney Roller Bearing Corn Sheller.

West Liberty, O.—I succeeded the Mad River Farmers Exchange.—John H. Craig, Craig's Coal Yard & Elvtr.

Toledo, O.—Joe Ruth, formerly of the Joint Rate & Inspection Bureau, has taken a position with J. F. Zahm & Co.

Newark, O.—The Hulshizer Mlg. Co. has completed its new plant, erected to replace the one burned last May. There is also a feed mill and a granary with a capacity of 25,000 bus.

Oak Harbor, O.—Edgar Thierwechter held me up for a membership in the Ohio Grain Dealers Ass'n, but I'm glad. See you all in Boston this fall.—Alex "Flea" MacDonald, Boston, Mass.

Bowling Green, O.—M. B. Reider, who has been in the milling business for the past 44 years, has retired and the business has been taken over by his son, Joy Reider, and Jay Kaetzel.

New Richland, O.—J. F. T. Miller, aged 65, of L. G. Miller & Co., died Feb. 21 of dropsy, having been confined to an invalid chair for more than a year. Surviving are his wife and five children.

Fostoria, O.—About 200 bus. of grain were damaged in a fire at the plant of the Fostoria Transfer & Storage Elvtr. Co. It was discovered in the cooling tank and is believed to have been started by a spark from the drying department. No damage was done to the building.

The Ohio Grain Dealers Ass'n will hold a district meeting at Marion, March 20, starting with dinner at the Y. M. C. A., costing \$1.00 per plate. The following day, March 21, another district meeting will be held at Columbus at the Southern Hotel, starting at 6:30 p. m., with dinner at \$1.25 per plate. Our 49th annual meeting on June 19-20 at the Elks' temple, Lima, will be a record breaker. Make arrangements to attend all three meetings.—W. W. Cummings, sec'y Ohio Grain Dealers Ass'n.

OKLAHOMA

Durant, Okla.—A small office building belonging to the Durant Mlg. Co. burned Feb. 29.

Lambert, Okla.—The Robinson Grain Co. of Enid has bot the elevator of the Red Star Mlg. Co.

Cherokee, Okla.—The elevator of the Red Star Mlg. Co. was slightly damaged by a windstorm recently.

Hinton, Okla.—We installed new ear corn drags last August.—Farmers Co-op. Elvtr. & Exchange Co.

Carnegie, Okla.—The wife of J. R. Thomas, local grain dealer, died Feb. 18 at University Hospital in Oklahoma City.

Kingston, Okla.—Fitz Lewis has bot the interest of Arthur Alsop in the Industrial Grain Co. and is now operating the plant.

Haines, Okla.—The elevator and equipment of E. W. Hearing and stock of the Haines Commercial Co. were damaged by fire March 3.

Weatherford, Okla.—The Weatherford Mlg. Co. plans to establish a produce house and install a mill for custom grinding. This company operates a line of six elevators and a mill.

Afton, Okla.—John Fuser is building an 8,000-bu. elevator on his farm. It will contain a cleaner, corn sheller and feed crusher, all electrically operated by power from the hi-line.

Enid, Okla.—Altho we have practically decided at this moment on Enid as a location for a Southwestern plant, we are still undecided exactly as to where and when we are going to build. The site has not as yet been secured nor do we know the street address and the capacity of the elevators and mills that we are going to build. In other words, we are not quite ready to give out any information in regard to the description of the proposed plant.—Philip W. Pillsbury, Pillsbury Flour Mills Co.

Enid, Okla.—Our annual convention this year will be held in Enid during the second week in May. Exact dates have not been decided.—Frank Prouty, sec'y, Grain Dealers Ass'n of Oklahoma.

Ashley (Ingersoll p. o.), Okla.—We are consolidating with the Farmers Co-op. Co. of Alva and the deal is about completed. We will not sell out, just consolidate.—Lester McKee, mgr., Farmers Grain, Lumber & Coal Co.

Chickasha, Okla.—The Linton-Goldsmith Grain Co. is now known as the Goldsmith Grain Co. While Fred Linton will not hold any official title he will trade as usual.—Ned H. Goldsmith, pres. and general mgr., Goldsmith Grain Co.

Kingfisher, Okla.—The Bob White Flour Mills of Texas has been granted permission to operate in Oklahoma; capital, \$10,000; Una Lee Roberts, service agent, Oklahoma City, Okla. This company recently bot the plant of the Kingfisher Mlg. & Elvtr. Co.

El Reno, Okla.—The plant of the Farmers Mill & Grain Co. burned Feb. 29. The owners are J. N. and Paul M. Kroeker. The fire is reported to have been due to an explosion in dust collector of hammer mill. The loss is estimated at \$35,000, which was largely covered by insurance.

Carnegie, Okla.—Ross McClure, manager of the Chickasha Elvtr. Co., has bot a half interest in the elevator of J. R. Thomas and will be active manager of the business, taking the place of Floyd Pipes, present manager. J. L. Masters of Chickasha is the new manager of the Chickasha Elvtr. Co.

Union City, Okla.—The implement warehouse which we announced in the Jan. 10 number has been completed and we have installed the machinery which is on display at the present time. In connection with this we have the agency for a cream separator, washing machine and heavy hardware.—H. C. Robinson, mgr., Farmers Co-op. Elvtr. Co.

Mangum, Okla.—The judgment of the Greer County District Court in favor of the Farmers Union Co-operative Exchange against the Farmers Co-operative Elevator Co. has been affirmed by the Supreme Court of Oklahoma, allowing recovery on four promissory notes and foreclosure of mortgage. The Union put its elvtr. into the business to be conducted by the other company under an agreement to share the profits, but the Elevator Co. was to stand the losses, which at one time amounted to \$11,000. The court held that the agreement did not constitute a partnership and the Exchange could not be required to share the losses.

OREGON

Grants Pass, Ore.—Neely & Morton expect to install a feed mill this spring.

Portland, Ore.—T. W. B. London, for a number of years with Balfour, Guthrie & Co., has been made an honorary life member of the Vancouver, B. C., Merchants Exchange.

Portland, Ore.—The Terminal Flour Mills Co. has filed suit against the Shelby Grain Co. of Shelby, Mont., in which claim is made that the grain company failed to fulfill its contract in the shipment of wheat.

Portland, Ore.—A building permit has been issued to the O. W. R. R. & N. Co. to repair the elevator recently damaged by the British steamer City of Osaka. The Gilpin Construction Co. has the general contract.

Portland, Ore.—The Merchants Exchange reported adversely on the proposal to extend free time on cars of wheat in the export trade from 5 to 10 days. The exchange took the ground that the extension would clutter the railway yards with unsold wheat, and would thus impair the efficiency of the port.

Portland, Ore.—Geo. S. Reid and W. G. Sumpter now own the Willamette Valley Grain Co., the former buying the interest of S. A. McLean. Mr. Reid has been connected with the Portland Seed Co. for 20 years and Mr. Sumpter was formerly connected with the T. A. Riggs Co. The company expects to incorporate soon with a capital stock of \$10,000. Mr. Reid will be pres. and manager, and Mr. Sumpter will be vice-pres. and ass't manager.

PENNSYLVANIA

Annville, Pa.—The H. E. Millard Mills is building four storage tanks, making several repairs and installing a Randolph Direct Heat Grain Drier.

SOUTH DAKOTA

Oldham, S. D.—Mail addressed to Agt., G. W. Van Dusen & Co., has been returned marked "Not called for in 10 days."

Irene, S. D.—The Riley-Arneson Elevator was moved off its foundation recently by forces still undetermined as to character.—M. Low, mgr., Farmers Co-op. Stock Co.

Volin, S. D.—The Aetna Grain Co.'s 60,000-bu. elevator burned about noon March 5 together with 40,000 bus. of corn. Fire was started by an overheated stove in an attached office.

Argonne, S. D.—The elevator leased by Mr. Johnson of Oldham with Ashley Joplin in charge has closed at the expiration of the lease. It was operated as the Johnson Elevator Co.

Grant (Elkton p. o.), S. D.—Three men were arrested recently charged with stealing a large quantity of oats from the elevator of Frank Mangan. They were lodged in jail pending preliminary hearing.

Alpena, S. D.—The elevator recently bot by Mason Smith, Geo. J. and Allen Brigham from Neuhaith & Busse is being operated as the Brigham & Smith Elevator with Jake Wahl buyer and Mason Smith as manager.

SOUTHEAST

Goldsboro, N. C.—The Goldsboro Mfg. & Grain Co. has installed a J-B Feed Mill.

TENNESSEE

Fayetteville, Tenn.—The Farmers Grain, Seed & Feed Mfg. Co., Inc., incorporated; capital stock, \$25,000; by V. C. Yearwood, H. H. Yearwood, B. E. Arney, R. W. Gaunt and T. G. Cunningham.

TEXAS

Tulia, Tex.—The Abernathy Mill & Elevator Co. expects to install a feed mill.

Graham, Tex.—The Graham Mill & Elevator Co. is installing new dust collectors and a corn meal plant.

Memphis, Tex.—The elevator of W. P. Dial burned Feb. 21. Loss of the building, machinery and grain will amount to \$25,000.—P.

Levelland, Tex.—The Hockey County Wheat & Grain Ass'n decided at a recent meeting to build an elevator here to take care of the present crop.

Wichita Falls, Tex.—The Mytinger & Walker Co. incorporated; capital stock, \$150,000. One of the incorporators, J. C. Mytinger, was pres. of the former Mytinger Grain & Mfg. Co.

Petersburg, Tex.—Albert R. Clubb of Floydada and O. H. Beard have bot a site for the erection of a feed mill and elevator. Mr. Clubb is associated with the Floyd County National Bank and Mr. Beard is a farmer.

Galveston, Tex.—We recently contracted with the Western Union for a ticker service covering continuous quotations on all commodities dealt in by the Chicago Board of Trade, and we are now able to furnish the grain trade with up-to-the-minute quotations.—G. H. Brown, sec'y, Cotton Exchange & Board of Trade.

UTAH

Ogden, Utah.—Work is progressing on our warehouse, but we have not yet fully decided as to the construction of the tanks. This proposition will no doubt be definitely decided within the next 30 days.—Sperry Flour Co.

WASHINGTON

Tacoma, Wash.—Trustees of the Chamber of Commerce have authorized the appointment of a com'tee which will take up with the Port of Tacoma commission and private interests the matter of providing a bulk grain elevator and storage facilities.

Longview, Wash.—It is reported that the elevator being built by the citizens of Longview will be operated as the Longview Elevator Co., and will be managed by S. A. McLean, formerly part owner of the Willamette Valley Grain Co. of Portland, Ore.

Seattle, Wash.—The capacity of the new bins at our West Seattle Elevator is 166,666 bus. bulk wheat. The old bulk storage is now being used as a work house, with a storage capacity of 50,000 bus., making a total capacity of 216,000 bus. of bulked storage grain. Our sacked storage capacity, in addition to above, is 666,664 bus. J. H. Cunningham is our supt.—Northwestern Dock & Elevator Co.

WISCONSIN

Superior, Wis.—A 3,000,000-bu. storage elevator is being built here by the Great Northern Ry. Co. Barnett & Record Co. has the contract. The piling has been driven and work is about to commence on the concrete.

Glencoe (Arcadia p. o.), Wis.—The Glencoe Roller Mills burned Feb. 17 at an estimated loss of \$14,000, \$2,000 of which was covered by insurance. It is that the fire was caused by a stove used for heating. Wm. Sauer was owner of the mills.

MILWAUKEE LETTER

The Chamber of Commerce on Mar. 2 adopted the following amendment to Rule 14: Section 1. Smoking in the Exchange Room during the business session shall be prohibited before the hour of 12 o'clock on other days than Saturday, and before the hour of 11:30 o'clock on Saturday.

The Chamber of Commerce on Mar. 2 adopted the following amendment to Rule 11: All contracts for the purchase or sale of oats in this market, unless otherwise specified, shall be understood to be for No. 2 white oats at contract price, No. 1 white oats at 1/2c per bushel premium, or No. 3 white oats at 3c per bushel discount, and these grades shall be deliverable and shall be received in fulfillment of such contracts; to become effective July 1st, 1928.

WYOMING

Sheridan, Wyo.—A Carter Disc Grain Separator is being installed by the Sheridan Flour Mills.

Grain Weighing Facilities

[Concluded from page 306.]

purposes only, the grain stored in Chicago's grain elevators. After many years of such experience I am in a position to say, without fear of successful contradiction, that estimated weights for settlement purposes are unsatisfactory, to say the least. If you must estimate the grain you load, bear in mind that the density of the grain to be estimated is a vital factor to the securing of approximately close results.

Grain lines are for the purpose of preventing shippers from overloading cars, and they have no other function. Seemingly, they are based on the Winchester bushel measure, viz: 2,150.42 cubic inches, which measurement, altho U. S. standard, is not applicable for bulk grain unless, by chance, the grain is of a certain density. It is obvious that 60 pounds of low density grain will occupy more space than 60 pounds of high density grain. Hence, grain lines are of little value other than preventing possible serious overloading of cars.

Experience has taught us that accuracy is not dependent entirely upon the type or the capacity of a facility, but rather upon its proper care and maintenance, and upon its correct operation.

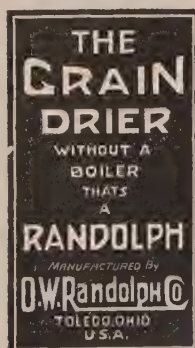
Books Received

"RED BOOK" FOR YEAR 1927, contains statistical information relating to stocks, cotton, grain, provisions, live stock and seeds, also detailed data regarding crops, imports, exports and other grain activities of principal countries. This publication is designed for ready office reference and carries its information up to Dec. 31, 1927. This booklet contains much of interest and value to the grain man. Compiled and published by Howard, Bartels & Co., Inc., Chicago.

BIENNIAL REPORT of the Kansas State Board of Agriculture, gives the acreage and production of all crops for each county of the state, as well as other farm and crop statistics. During a 20-year period Kansas averaged 124,558,955 bus. of corn and 90,770,382 bus. of wheat per year, but during the last 10 years the position of these two crops has been reversed and the state has averaged 117,000,000 bus. of wheat and 98,000,000 bus. of corn per year. Copies of this, the 25th biennial report, may be obtained from the Kansas State Printing Plant, Topeka, Kan.

ECONOMIC ASPECTS OF OHIO FARMERS ELEVATORS, states that 43% of the 613 elevator companies in Ohio in 1924 were farmers' companies. Salaries of managers varied from \$800 to \$3600 per year, the most common being \$1600 to \$1800. Principal causes of failure were incompetent management, lack of adequate capital, and the starting of companies where they served no economic purpose. In the grain group costs of operation varied from 2.3 cents to 11.3 cents per dollar of sales. Of the 192 elevators that reported on the methods of selling wheat, 153 sold all their wheat "on track" or "to arrive," and the remaining 34 sold most of their grain on this plan. Of the 198 elevators reporting, 103 refused to store grain for farmers, the other 65 storing principally oats and wheat. Margins varied from 3 to 11 cents per bu., most often from 5 to 8 cents per bu. The 265 farmers' elevators, 348 private elevators, 420 flour mills furnished ample facilities for handling the surplus grains of Ohio farms. By L. C. Foster. Copies mailed free upon request to the Experiment Station, Wooster, O.

[The author understates the number of elevator companies in Ohio. The total is now 765 instead of 613. The author admits that "Some companies which formerly had been operated by more than 25 farmer stockholders and were at the time of this study controlled by 8 or 10 farmers for their individual profit were excluded." Since some companies operate more than one elevator the number of elevators is greater than the number of companies, the number of elevators having been 1,032 in 1920, about 1,000 in 1923 and 942 in 1926. The 89 companies operating more than one elevator operate 266 elevators. The author states that while there were 59 farmers elevators organized in 1920, there was but one formed in 1924. The author gives no statistics on the number that failed, but in the years 1922 to 1924 inclusive the failures greatly exceeded in number the 6 that were organized.—Ed.]



Grand Trunk Pacific Elevator, Fort William, Ontario. 6,000,000 bushels' capacity.

This plant is equipped with a Randolph Direct Heat Grain Drier

Grain Carriers

Duluth, Minn.—Lake-and-rail rates go into effect again on Mar. 19.

New Orleans, La.—The first barge line cargo to St. Paul cleared here Mar. 2.

St. Louis, Mo.—Barge line service commenced again on March 6, with greatly increased facilities offered.

Columbus, O.—The Ohio Valley Regional Shippers Advisory Board will meet at the Deshler Hotel here on Mar. 13.

Port Colborne, Ont.—The Dominion government has appropriated \$100,000 for the improvement of the harbor here.

Box cars awaiting repairs on Feb. 1 numbered 61,123, or 5.8 per cent of the total number on the lines of Class 1 railroads.

Roseburg, Ore.—The Pacific Northwest Regional Shippers Advisory Board had a meeting scheduled for Mar. 9 here at Roseburg.

Kansas City, Mo.—The Trans-Missouri-Kansas Regional Shippers Advisory Board is slated to hold a meeting in the Muehlebach Hotel here on Mar. 21.

A hearing on rates from the Southwest to the Mississippi Valley and Southeastern territory is to be held following the close of the hearing on Docket 17000.

Commissioner Esch has been re-appointed to the Interstate Commerce Commission, and his confirmation is before the Senate Com'te on Interstate Commerce.

So sensitive is grain to the transportation cost, that a difference of only one-fourth to one-eighth of a cent in the freight rate will determine the route by which it will move into export.

Charlotte, No. Car.—The Southeast Shippers Advisory Board held its 21st regular meeting here on Mar. 9. E. R. Oliver, V. P. Southern Railway System, spoke on the "Industrial Renaissance of the South."

The Pacific Coast and the Allegheny Regional Shippers Advisory Boards will hold their meetings this month at Mar. 16 and Mar. 15, respectively, and San Francisco, Calif., and Pittsburgh, Pa., respectively.

Port Arthur, Tex.—The first cargo shipment of corn to be loaded here in a decade left for Rotterdam recently and totaled 200,000 bushels. Three-quarter million more bushels will be loaded shortly for Germany.

Houston, Tex.—Traffic representatives interested in the rice rate adjustment from this state, Louisiana, and Arkansas, met here on Mar. 5. Details on the controversy were published in full in a previous number of the Journal.

Should the Canadian government withdraw its aids to navigation on Dec. 1, as is proposed by Dominion shipping interests, the shipping season will be further reduced. Eastern shipping interests are opposed to the move.

Boston, Mass.—The Boston & Albany Railroad has published a new tariff on which the Boston Grain Exchange has been working, by which it is permitted to mill and mix ex-lake from northern bay ports via Palmer at Boston rates.—S. S.

Boston, Mass.—The Boston & Maine has now completely removed restrictions on the movement of grain thru its terminals. Some months ago it was proposed to have these movements on a permit basis only. A protest by the Grain Exchange resulted in a partial removal of these restrictions, which now are entirely removed thru the activity of the Transportation Committee of the Exchange, made up of Harry Vaughn, chairman; Carl Jaquith and Carl Currie.—S. S.

Baltimore, Md.—A foreclosure sale of the properties of the Baltimore, Chesapeake & Atlantic Ry. was ordered in the federal court on Feb. 25. This boat line, the property of the Pennsylvania Railroad, plies between here and the east coast of Maryland.

Locomotives awaiting repairs on Feb. 1 numbered 8,733, or 14.5 per cent of the total number on the lines of Class 1 carriers. Of this number, 4,761, or 7.9 per cent needed classified repairs, and 3,972, or 6.6 per cent of the total number on the lines, needed running repairs.

Buffalo, N. Y.—The legislature has passed a bill appropriating \$460,000 for dredging the Erie basin here, which, incidentally, will permit better access to the grain and grain products interest's properties. This commences a much sought program of waterfront improvements.

Proposals of the Frisco and Rock Island Lines to advance rates on grain and grain products between Kansas and Oklahoma points has been suspended by the Interstate Commerce Commission until Sept. 15. This is the fourth attempt of these two carriers to advance these rates.

Competition in transportation is just as effective as it is in industry. Such competition would be afforded by the St. Lawrence Seaway, and the influence of this ocean way would be felt in the development of a vast traffic, and in the reduction of charges on all competing rail and water routes.

"The full dividends of the Welland Ship Canal cannot be derived for the country at large unless the St. Lawrence is linked up as part of the Great Lakes Deep Waterway system. And, of course, the project embraces deepening in the St. Clair River and at Sault Ste. Marie."—"Standard," St. Catharines, Ont.

Surplus box cars in good repair and immediately available for service on Class 1 roads totaled 158,611 during the week ending Feb. 15, a decrease of 2,394 cars under the surplus the previous week, amounting to 161,005 cars. During the week ending Jan. 31, 182,001 cars represented the average daily surplus of box cars available.

Brownsville, Tex.—Surveying the proposed extension of the Intra-Coastal Canal from Corpus Christi to Point Isabel to this point is scheduled for this month. Authority, already granted to construct the canal along the Gulf Coast from New Orleans to Corpus Christi, will probably be amended to cover the proposed extension to Brownsville, the southernmost city in Texas.

Kansas City, Mo.—Proposed cancellation of grain products through rates from Union Pacific points to destinations in Missouri, Kansas and Arkansas, etc., on the Kansas City Southern, Frisco and Katy, was suspended until Oct. 3. In addition to the cancellation, the roads sought to substitute combinations of rates resulting in tremendous increases at every turn.

Chicago, Ill.—While barge line service is limited under the present act to the Mississippi and Warrior rivers, the Denison-Deneen bill would extend this service to the tributaries of the Mississippi and increase the capital stock of the Inland Waterways Corporation from \$5,000,000 to \$15,000,000. By the time the Illinois State Waterway is opened, it is predicted the federal barge line service will be extended to the Illinois River and on to Chicago. State Senator Henry W. Starr of Chicago intends to introduce a bill at the next session of the Illinois General Assembly providing for the widening of the Calumet-Sag Canal to 120 feet, he stated on Mar. 5 before the fifth annual Lake Michigan Sanitation Conference held at Gary, Ind. "If my bill passes, and I think it will, traffic from the Calumet region will pass direct to the Ship Canal, without having to go by way of the Chicago River."

Kansas City, Mo.—An increase from $\frac{1}{4}$ cent to 1 cent per bushel has been made by the Chicago & Alton in the charge for unloading and reloading or transfer from car to car of grain or seed, which charge, when not absorbed, will be collected from shipper or parties ordering transfer. This puts the charge in line with the 1 cent charge for reloading overloaded cars, and will be effective Mar. 1 in supp. No. 15 to tariff No. 28-E.

Baltimore shipping interests won another point in their fight against the Port of New York, the I. C. C. denying the latter's petition for dismissal of Baltimore's complaint against the U. S. Intercoastal Conference's ruling permitting member steamship companies to absorb rail-rate differentials, a practice which equalized Baltimore's geographical and rate advantage over New York. The I. C. C. will review the case very shortly.

The navigation season on the Great Lakes will open on May 1, Canadian shipping interests lining up with American vessel operators in delaying the date, due to the costliness of breaking ice earlier. The Minneapolis Grain Shippers Ass'n discussed this situation at a meeting held at the Nicolett Hotel on Mar. 1, and drafted resolutions sent to Washington in protest thereof, presumably because of export shipments already contracted for.

Beaumont, Tex.—A hearing is to be held here on what grain and grain product interests allege to be rate discrimination against them in favor of similar interests of Shreveport, Texarkana, Lake Charles and Marshall, La. Louisiana shippers are permitted to ship mixed carloads, whereas the shippers of Beaumont, Sugarland, El Campo and Orange, Tex., are permitted to ship only straight carloads into Louisiana. The rice interests have joined in the fight.

Sault Ste. Marie, Mich.—There are 23 freighters loaded with grain that are ice-bound here awaiting the opening of navigation. Their combined cargo comprises more than 5,000,000 bushels of wheat, destined for Georgian Bay ports and Buffalo. Their movement is dependent only on ice conditions, and is not affected by the proposed delay on the part of the Canadian and American vessel operators this year in opening navigation May 1, rather than before then as is customary.

The greatest efficiency in the use of fuel by road locomotives on Class 1 railroads was established in 1927, an average of 131 pounds of fuel being required to haul 1,000 tons of freight and equipment for one mile. This was the lowest average ever attained by the railroads since the compilation of these reports began in 1918, and is a decrease of 6 pounds under the best previous record of 1926. For every pound of coal or its equivalent used, the railroads in 1927 hauled 7.6 tons of freight and equipment one mile. This means that for every 2.1 ounces of coal, the railroads, in view of the striking increase in efficiency, hauled an average of one ton of freight and equipment one mile.

The volume of railway equipment business placed last year was the smallest in 27 years, with two exceptions, and the total combined purchases of cars and locomotives for the three-year period—1925, 1926 and 1927—were less than for any like period since 1900, with the exception of the years 1919, 1920 and 1921, when the government was operating the railroads. There has been at all times during the year an ample surplus of cars and locomotives. There are a number of reasons for this unusual condition. The loss of short haul passenger and freight traffic to the automobile and truck, and more efficient handling of its equipment by the railroads, the larger capacity and better design of cars and locomotives built in recent years, the heavier loading and quicker unloading of cars, have all been contributing factors.

Grain and grain products loadings totaled only 4.6 per cent of the total loadings moved by Class 1 or principal railroads of the United States during 1927. Grain and grain products loadings totaled 2,389,552 cars. All told, 51,714,302 cars of freight were loaded and moved in 1927, according to an announcement by the American Railway Ass'n. By comparison with 1926, this traffic shows a decline of 2.6 per cent, or 1,384,517 cars. In 1926 the cars loaded totaled 53,098,819.

Cars loaded with grain and grain products during the week ending Feb. 18 totaled 41,188 cars, a decrease of 1,033 cars below the same week last year and 1,740 cars below the same period in 1926. 46,082 cars were loaded during the week ending Feb. 11, an increase of 4,740 cars above the same week of 1927 and 2,424 cars above the corresponding week of two years previous. In the Western districts alone, loadings of grain and grain products totaled 28,636 cars during the week ending Feb. 18, an increase of 1,348 cars above the same week in 1927. Loadings the previous four weeks were: 53,788 for the week ending Feb. 4; 53,177 for Jan. 28; 48,787 for Jan. 21, and 48,633 for Jan. 14. Cumulative loadings for the first seven weeks of the past five years were: 328,255 for 1928; 309,431 for 1927; 319,646 for 1926; 344,596 for 1925, and 325,426 for 1924.

A New Dictator for Canadian Wheat Growers.

Although the Annual Convention of the United Farmers of Canada, Saskatchewan Section, is being held behind closed doors, with the Press excluded, the opening address of President Stoneman has been given wide publicity. Mr. Stoneman is evidently by no means satisfied with the progress being made by the Wheat Pool and the remedy he proposes is startling. He asserts that the time has come when a decision must be made as to how they are going to collect from the non-Pool farmer a fair share of the upkeep of the Wheat Pool organization. Apparently the farmer is to be allowed no choice at all in the matter. If he joins the Pool, well and good. If he dares to assert his independence and stay out of the Pool, he is to be forced, nevertheless, to contribute to the Pool organization.

A public hearing relative to the definitions and standards for purified middlings (wheat), farina and semolina, will be held by the Food Standards Com'te at the Food, Drug and Insecticide Administration, U. S. Dept. of Agriculture, 216 13th St., S. W., Washington, D. C., at 10:00 a. m., Apr. 19.

The greatest discouragement of all was found in the actual shipment of wheat from Minneapolis to Chicago, which occurred when March wheat enjoyed its little flurry a day or so ago. The knowledge that both the Northwest and the Southwest had liberal stocks of wheat, a large part of which would find its outlet in the Chicago pit before a great while, put a damper on bullish enthusiasm.—Hulburd, Warren & Chandler, Chicago, Mar. 9.

I. C. C. Activities.

No. 19987, Northwestern Milling Co. v. Northern Pacific, has been recommended for dismissal by Examiner Berryman on the application of the milling in transit charge at Little Falls, Minn.

Reparation for unreasonable rates on blackstrap molasses from Mobile to Knoxville, Tenn., has been awarded the Security Mills & Feed Co. The claims dated back to the days of the Railroad Administration.

In I. & S. 3073 the Commission has ordered the suspension until Oct. 3 of schedules that would have canceled joint thru commodity rates on grain over the Union Pacific from Kansas points to points in Arkansas, Kansas and Missouri.

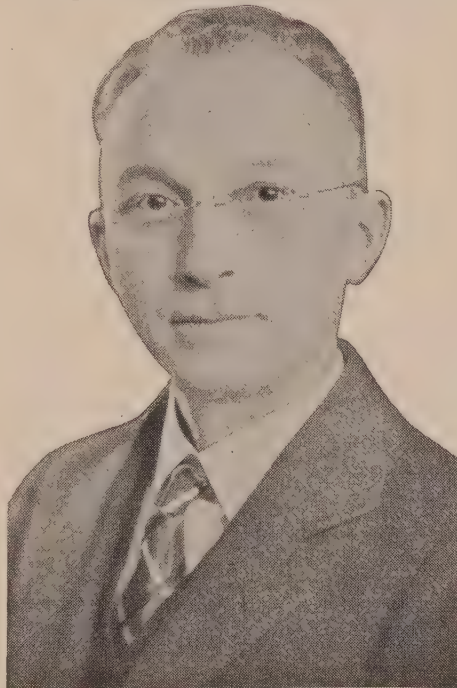
Phil. A. Grotevant Goes with Howes Company.

The S. Howes Co., which was ably represented for so many years by the late William Watson, has engaged Mr. P. A. Grotevant to take care of its central states territory, with headquarters at Chicago.

Mr. Grotevant is one of the best informed grain men in Chicago. In 1921 he was appointed superintendent of the Armour Grain Co.'s Santa Fe elevator. Four years later he was transferred to the Northwestern Terminal, the ten-million-bushel house operated by the same company and rated as the world's largest elevator.

Previous to his experience in Chicago Mr. Grotevant was for three years superintendent of the N. Y. C. Railway Co.'s terminal elevator at Schneider, Ind., operated by Taylor & Bournique. The firm in 1919 put him in charge of their brokerage office at Streator, Ill.

Mr. Grotevant is familiar with practically every phase of the grain business, having occupied several positions of working foreman, superintendent, grain buyer and manager. He is an expert judge of grain and when it comes to diagnosing grain troubles and determining the proper remedies to apply, it is said that Mr. Grotevant has no peer. Coupled with this brilliant grain record and a broad knowledge of elevator and mill machinery is a genial and pleasing manner which has done much to make him popular with those who served under him and the executives whom he served. His alertness and his businesslike methods will stand him in good stead in his new connection. In these days quick and intelligent service is what the grain trade insists on getting, and of this "Phil" promises his friends a full measure.



Phil A. Grotevant, Chicago, Ill.

Mr. Grotevant has been spending the last two weeks at the Howes Co.'s factories at Silver Creek, N. Y., learning the factory methods that produce the extensive "Eureka" and "Invincible" lines of grain cleaning machines.

Serving the best interests of a community is bound to be the most profitable.

Banks have been and will continue to be established for the sole purpose of loaning and caring for the financial interests of community. Why go into competition with banks in the loaning of credit? It's far more profitable for both to let the banks extend the credit and for the elevator to get "cash" for all merchandise.

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4 1/4 x 7 inches. Price, leather bound, \$2.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

Millers Telegraphic Cipher: (1917) For the milling and flour trades. 77 pages, 3 1/4 x 6 inches. cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. 145 pages 4 1/4 x 5 1/2 ins. Cloth bound. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, 27 two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8 1/2 x 10 1/2 inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6 1/4 x 9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision) Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6 x 7 inches, 204 pages. Bound in flexible leather, \$12.50.

Calpack Code (1923) is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6 1/4 x 8 1/4 ins. 350 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold Bushels of at cents per bushel, to grade No., to be delivered at on or before" They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

Patents Granted

1,660,645. Grain Cleaning and Separating Machine. Carl C. Gray, Minneapolis, assignor to Twin City Separator Co., Minneapolis, Minn. Adjustable means are provided for feeding grain to the cleaning mechanism and means for automatically adjusting the feeding means according to the predetermined capacity of the separating units.

1,659,607. Dust Catcher. Frank R. McGee, Steubenville, O. The dust catcher has a main casing, a dirty gas distributing conduit and a main clean gas collecting conduit, partition walls preventing direct passage of the gas from one to the other. A concave nozzle mounted in a passageway causes a sudden change in the direction of flow and throws out a material portion of the dust.

1,658,938. Treating Seeds for Smut. Robert J. Owens, Minneapolis, Minn. The machine has a hopper, a revoluble sprayer mounted below the discharge passage in the hopper to turn about a vertical axis, and means for delivering a material to said sprayer to be discharged thereby transversely into another material precipitating from the hopper to be commingled therewith.

1,659,088. Grain Cleaner and Dust Remover. Roy L. Dowdall, Sabetha, and Clyde C. Palmer, Concordia, Kan., assignors of $\frac{1}{2}$ to Geo. Bowman, Concordia, Kan. In the head of the elevator leg is a hood formed with an open lower end across which the grain is discharged. A fan communicates on its suction side with the upper portion of the hood, a valve in the hood regulating the suction area of the open lower end.

1,660,555. Grain Drying Device. Geo. Gentslinger, Wapakoneta, O. The device comprises a hollow pipe consisting of larger and smaller telescopic sections, each formed with a plurality of half-moon shaped slots partially covered by the punched out material, the punched out material of the smaller section extending into the inside thereof and the punched out material of the larger section extending exteriorly of the same.

1,659,742. Feeder for Seed Graders. Grover C. Leach, Brownwood, Tex. The feeder is a combination with a hopper provided with an outlet opening in its bottom immediately adjacent the end thereof, of a chute arranged below the hopper and the discharge opening therein and extending beyond the end of the hopper, and a transverse arcuate cut-off slidably mounted upon the bottom of the hopper and fitting snugly between the same and the chute to control the flow thru the outlet opening.

1,659,499. Grinding Mill. James Barnard Sedberry, Utica, N. Y. The grinding cylinder is

constructed of a series of discs held against turning on the shaft, a circumferential series of hammer supporting bolts connecting the discs adjacent the peripheral edges thereof, hammers having elongated slots, the bolts extending thru the slots whereby the hammers are held in radially outstanding position by centrifugal force during operation and thereby adapted to automatically reverse themselves endwise with respect to the cylinder on the stopping and starting of the cylinder.

1,658,958. Seed Corn Butt and Tipper. Wm. Wiegand, Cedar Bluffs, Neb. The tipper comprises a base, means for attaching said base to an axially disposed rotatable member, a conically shaped ear receiving member having its small end inwardly disposed and in axial relation to the rotatable member and the base, outwardly extending brace arms carried by the base and connected to the small end of the conically shaped member, outwardly extending arms carried by the base and connected to the outer end of the conically shaped member and kernel dislodging flanges within the conically shaped member.

1,660,939. Conveying Mechanism. Karl F. Snow, Brecksville, assignor to the C. O. Bartlett & Snow Co., Cleveland, O. The mechanism consists of a housing having an opening in its side; a plate adapted to close such opening and being adjustable relative to the housing; a transversely disposed shaft in the housing aligned with such opening and having a convex journal surface; and a bearing for the shaft comprising two separable complementary concave bearing members, one such member removably fastened to the inner side of the plate and the other being independently removably fastened to the outer side of the plate.

1,661,514. Grain Door. Herman C. Tordsen, Lakefield, assignor of one-half to E. J. Stotereau and Fred K. Gage of Lakefield, Minn. The door is mounted to travel upon a trackway, the door comprising upper and lower sections and a pair of intermediate sections, the upper and lower sections being hinged to the respective intermediate sections on the inside and the intermediate sections being hinged to each other on the outside, and a lever fixed to the outer side of the upper intermediate door section and having a portion serving as a handle adapted to overlap upon the upper and lower door sections in the unfolded and folded positions of the door respectively, and means for securing the handle end of the lever to the upper and lower door sections.

1,660,797. Car Seal. Lee E. Logan, Milwaukee, Wis. The seal comprises a hollow disc-like member having a strap extending therefrom and having a marginal flange provided with a notch thru which the free end of the strap may be passed, such free end having an aperture formed therein, the disc-like portion having an internally located prong pointing away from the strap and having an internally located shield reversely turned and pointing toward the strap and having its edge located below the prong, the disc-like member having one of its walls adjacent the free end of the prong curved and extending downwardly rear-

wardly of the prong to provide a guiding cam surface for guiding the strap into engagement with the prong, the strap after engaging the prong having its extreme free end located below the shield.

National Scale Men Meet.

The National Scale Men's Ass'n held its 13th annual convention at the Morrison Hotel, Chicago, Ill., Mar. 6 to 8, with over 200 in attendance.

Among the speakers on the program were weighmasters, chief engineers of the scale manufacturers and scale inspectors of railroad companies.

Most of the third day was given over to grain weighing, on the program for that day being E. D. Gordon on "Grain Scale Testing at the Port of Buffalo"; Henry L. Goemann of Toledo, O., on "Scale Tolerances from the Standpoint of the Shipper"; H. A. Juneau, Superior, Wis., on "Safeguarding Outturn Weights at Grain Terminals"; F. C. Westbrook, Traveling Grain Weight Inspector of the Western Weighing and Inspection Bureau, on "Experiences at Country and Terminal Grain Elevators"; and Parks C. Archer, general claim agent of the Chicago & Alton R. R., on "Relationship Between Scale Departments and Grain Claims"; which papers will be published later.

Mr. Goemann being absent in California, his paper was read by M. H. Ladd, chief weighmaster of the Milwaukee Chamber of Commerce.

S. R. Robeson, of Toledo, scale inspector of the New York Central, told of an elevator in his city cluttered up with piles of grain and with defective scales, that were not repaired because their owner was satisfied with their close approximation to weights on cars shipped to and weighed at Buffalo.

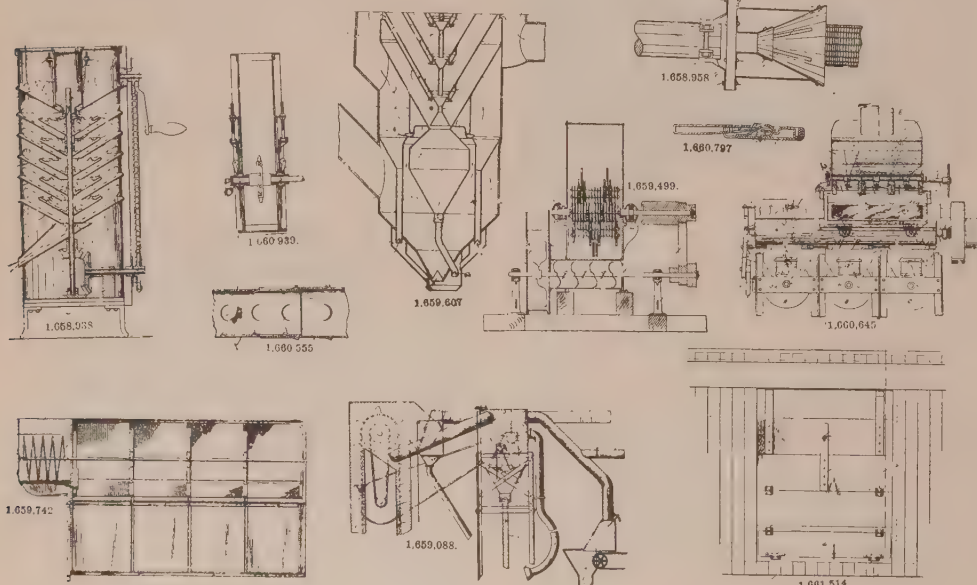
C. A. Briggs, of the Dept. of Agriculture, said a satisfactory test weight, one that will remain sufficiently constant under varying conditions of moisture and temperature, can be made by filling ordinary bottles with shot or nails and closing them with corks and sealing wax. A set of such weights, calibrated to check with the Government standard, has varied less than 1 grain per pound during a two-year period.

Mr. Gordon's lecture was illustrated with lantern slides of Buffalo elevators and their interiors.

Officers chosen for the ensuing year are: Pres., M. J. J. Harrison, Chicago, General Scale Inspector of the Pennsylvania Railroad; vice pres., A. Batz, Chief Scale Inspector, Santa Fe, at Topeka, Kan.; Executive Com'te, C. F. Hawkinson, Chairman, Scale Inspector of the Chicago Board of Trade; C. C. Horsford, general Scale Inspector, Pennsylvania R. R., Pittsburgh; Neal Dugger, Chief Scale Inspector, T. C. I. & R. R. Co., Birmingham, Ala., and E. D. Gordon, Chief Engineer Buffalo Scale Co., Buffalo, N. Y. H. A. Juneau, state weighmaster of the Wisconsin Grain & Warehouse Commission, Superior, was advanced to the chairmanship of the membership com'te, B. S. Burnside, of Dallas, Tex., being added to the com'te, the third member of which is A. C. Johnson, Scale Inspector of the Great Northern, St. Paul, Minn.

Milwaukee was chosen as the place of the next annual meeting at a time to be set later.

The American Engineering Standards Com'te, co-operated with by eighteen government bodies and national agencies under the leadership of the U. S. Department of Agriculture and the National Fire Protection Ass'n, has established and adopted a national code for the prevention of dust explosions in terminal grain elevators, feed and flour mills, where serious dust explosion hazards exist.



Cash Basis Favored by Eastern Feed Dealers

Attendance records again took the count at the mid-winter meeting of the Eastern Federation of Feed Dealers, which held forth in Binghamton, N. Y., on Feb. 22 and 23. Close to 300 members of the organization turned out, establishing a new "high" for this group.

The importance of the credit problem to the retail dealer featured the discussion, the value of establishing a cash basis for transacting business being stressed.

W. SANFORD VAN DERZEE, Albany, N. Y., president, opened the first session with a short report of the activities of the organization the past half-year, of the rapidly increasing membership and of the healthy condition of the treasury.

W. A. STANNARD, Albany, secretary, cited the efforts on behalf of the membership in co-operating with farm bureau agents and college extension department members in educating farmers to cash feed purchases.

THE RADIO, The General Electric Co.'s Station WGY at Schenectady, N. Y., was incorporated into the organization's program of giving the feed purchaser a graphic insight of the value and importance of the feed merchant's services in a program given on Feb. 15.

Feedmen Hold Sack Longest.

PROF. V. B. HART, of the New York State College of Agriculture, presented statistics to show that a million and a half dollars is wasted every year in New York State alone as the result of inefficient credit systems used by feed-fertilizer dealers. In demonstrating that the feed and fertilizer dealers "hold-the-sack" for a greater percentage of credit extended than any other class of merchants, Prof. Hart illustrated with figures compiled from reports of 107 dairy farmers of Tioga County, New York, showing how the average farm expenses are financed. From these 107 farmers the following startling statistics were revealed:

	Cash.	Open accounts.	Notes.
Feed	17	77	6
Fertilizer, seed	53	45	2
New machinery	51	14	35
Animals	62	3	34
Labor	95	5	..
Buildings	83	17	..
Automobiles	70	3	27
Groceries	66	34	..
Clothing	99	1	..
Other expenses	92	8	..
Average	67	27	6

By their own testimony the farmers admit paying "cash" for better than 70 per cent of the commodities purchased and of "charging" less than 30 per cent. Yet 83 per cent of all feed sales are "charged."

Credit, Prof. Hart points out, is essential to the existence of the dairy farmer, and the professor's investigation shows from whence the prerequisite lending ability comes, since a large amount of the cash paid out is borrowed money. Seventy-three per cent of this credit was granted by retail stores, 19 per cent of the money was borrowed on notes other than those of a bank, and 8 per cent was borrowed from banks on notes, he showed.

We attempted to find a remedy for this condition and decided that the bankers, the retail merchants and the farmers are equally to blame. The farmer is to blame for not obtaining bank credit. The banker is to blame for not always judging farming as an industry requiring credit in just as legitimate a way as any other industry. The merchant is to blame for not making the person obtaining credit pay for it. And the average farmer is of the opinion that it will cost him money to obtain credit at a bank, whereas he can obtain credit from the retail merchant at no cost. This is a false idea, as the granting of credit always entails a definite cost, and this cost should be paid by the person incurring it.

A survey of 42 feed dealers in the state revealed that the annual cost of granting credits is 4.6 per cent for the four months the average account is on the books. This amounts to 13.8 per cent for a year. Statistics show that the

total of the sales of feed and fertilizer made in New York state in a year on a credit basis is \$50,000,000. With the average account on the books for four months, this means that the extension of this credit is costing someone \$2,500,000 a year, whereas the same credit could be obtained from the banks at the rate of 6 per cent annually for \$1,000,000. There seems to be an opportunity to save considerable of this wasted money. If a farmer pays cash to a feed dealer and is not given a cash discount then he is paying for some of this expense. The feed dealer should interest the farmer in paying cash by granting a cash discount. Without this inducement the condition cannot be remedied.

In connection with such a movement the farmers should be educated to make an annual inventory and credit statement. By presenting this credit statement at the bank, the farmer could then borrow the money to make cash purchases.

43% Accounts Receivable in Vermont.

WILLIAM H. HOWARD, Ware, Mass., president of the New England Feed Dealers Ass'n, further stressed the importance of reducing the amount of credit extended by feed dealers in his talk on "How to Meet Competition."

A survey made a short time ago showed that the average investment of the retail feed dealer in Vermont is \$35,000. With nearly 2,000 dealers, this means a total investment of \$70,000,000. Of this investment, 43 per cent was in the form of accounts receivable, which means nearly \$30,000,000. The survey indicated that only 15 per cent of the sales were made for cash, 65 per cent were made on bills payable in 30-60 days, while 20 per cent was "slow pay."

We desire every member of our organization to go on a 45-day credit basis. This means that if a bill is not paid in 45 days, the customer is not allowed any more credit.

Our organization is holding frequent county meetings to establish better relations between county agents and feed dealers. As a result of these meetings we have found that the county agent is willing to co-operate to the fullest extent with the feed dealers if he understands their problems.

Co-operative advertising to tell the farmers the service feed dealers are rendering and the service they can render, also is another movement started by the organization to meet competition. The advertising campaign started last week, and several thousand dollars will be expended.

Offering "Cash Discount" Best Remedy.

OPEN DISCUSSION followed these addresses on the credit problem, in which discussion it developed that many feed businesses have been placed on a cash standard. The importance of offering an enticing "cash discount" was soon realized by those not wholeheartedly favoring spot cash transactions, after hearing many testimonials on how well this method of conducting a feed business kept down the volume of credit accounts.

C. F. DOWE, St. Albans, Vt., sec'y of the former Vermont Grain Dealers Ass'n before its merger with the newly organized New England Retail Grain Dealers Ass'n, concluded the business session with a vivid word-picture on "The Vermont Flood and the Feed Man," telling of the untold millions in damage caused within the confines of that state and of plans for rehabilitating the feed dealers.

The Banquet.

Well over two hundred members put on the feed-bag at the banquet and entertainment given in the Spanish Room of the Arlington Hotel on the evening of the first day's session. Pres. Van Derzee was the able toastmaster, introducing the speakers: J. Kennard Johnson, manager of the Binghamton Chamber of Commerce; and James T. Rogers, corporation counsel of the city. Six acts of vaudeville concluded the program. W. K. Gulick, of Perkasie, Pa., led the singing; H. J. Brandt, of Binghamton, Charge d'Affaires.

Second Day's Session.

The assembled membership endorsed plans

for a co-operative radio advertising program which would give farmers a graphic picture of the service rendered by the local feed dealer, at the second day's session on Thursday morning. The New England Feed Dealers Ass'n, the New York State Feed Manufacturers' Ass'n, and other interested organizations were invited to get-together to work out a remedy for this credit abuse. This action was taken in the form of a resolution, which reads:

WHEREAS: There are conditions existing in the mixed feed industry which we believe can be met by a concerted program of advertising setting forth the importance of the local feed merchant and his service, and the need for quality feeds; therefore, be it

RESOLVED, That the Eastern Federation of Feed Merchants invite the New England Feed Ass'n, the New York State Feed Manufacturers and other organizations affected by, and interested in this program, to appoint committees with power to act, to meet with a similar committee representing the Eastern Federation of Feed Merchants, to meet at the call of the president of the Eastern Federation of Feed Merchants for the purpose of discussing the possibility of a joint program of publicity.

PRES. VAN DERZEE, in profusely praising the program, stated that no other feed ass'n in the country ever has attempted such an undertaking. "If the larger manufacturers would co-operate, it should be possible to arrange a regular schedule of broadcasting, with possibly a talk each week. It is probable we could obtain the use of a broadcasting station at a cost of \$250 a week. This would amount to \$12,500 a year. If the larger houses and manufacturers would use part of their advertising budget for this work it should be an easy matter to raise the fund. The plan would be an experiment, but I believe it would be well worth while, as we would reach 50,000 persons with each message."

Having sufficient surplus to use as working capital reduces the handling cost of grain, no interest being paid the bank on loans.

GRAIN DRIERS

for

**COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.**

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.

Feedstuffs

Eden, Ill.—A feed mill is to be set up for E. E. Lamprecht.

Dyersburg, Tenn.—The Staff-O-Life Feed Co. has commenced business.

Conway, Ark.—Hiegel & Thessing are erecting a new feed warehouse.

Hemet, Calif.—A \$10,000 feed mill is going to be erected here for Disney & Hoxie.

Norwich, Conn.—The Cutler Co. feed plant was destroyed by fire at a loss of \$15,000.

Stitzer, Wisc.—A feed mill is to be set up here by Wm. Zimmerman and P. S. Graham.

Wartrace, Tenn.—George Dance has taken over the Garrison Valley Mill and will install feed mixing equipment.

Leavenworth, Kan.—Additional poultry feed manufacturing equipment is being installed by Ashby & Sons.

Mount Vernon, Ind.—Soy bean oil extraction equipment will probably be installed shortly by the Mount Vernon Milling Co.

Afton, Okla.—An 8,000-bushel feed elevator is being built for J. M. Fuser, to be equipped with a cleaner, corn sheller and feed crusher.

Jenison, Mich.—A new two-ton mixer has been installed by the Jenison Flour Mills in their improvement program, which includes other alterations.

Chicago, Ill.—The Corn Products Refining Co. is moving its offices to the new 333 North Michigan Avenue Building, occupying the entire seventh and half of the eighth floors, some 15,000 square feet.

Plainview, Tex.—R. W. Wilson contemplates expanding the recently acquired Bonner Price Grain & Coal Co.'s properties, dairy feed manufacturers, etc.

Buena Park, Calif.—The Alfmo Mfg. Co. has been chartered with a capital stock of \$100,000, by N. E. Cole, Earl D. Hill and J. V. Taylor, of Los Angeles.

Taylorville, Ill.—The Livestock Feed & Milling Co. has installed equipment to meet the requirements of its clientele and opened for business last month.

New Orleans, La.—The Interstate Cottonseed Crushers' Ass'n will meet here on May 14-19. Delegates from throughout the entire country are expected.

Georgetown, Ill.—C. H. Wade of Paris, Ill., who recently purchased the C. B. Spang Flour Mill here, is converting same into a feed plant, installing among other equipment a middling mill.

Puente, Calif.—A new feed manufacturing plant replaces that which burned five months ago, which resumed production on Feb. 15 under the same name, the C. C. Safford Feed Mill.

Memphis, Tenn.—Peter A. McIntyre, 80, closely identified with the sweet mixed feed trade, and an honorary member of the Memphis Merchants Exchange, died during the last days of February.

Fayetteville, Tenn.—The Farmers Grain, Seed & Feed Manufacturing Co., Inc., has been incorporated for \$25,000 by V. C. and H. H. Yearwood, B. E. Arney, R. W. Gaunt and T. G. Cunningham.

Norton, Va.—R. H. Bolling has sold his majority interest in the Norton Feed Co. to A. F. Snodgrass, O. C. Gibson and E. P. Bolling, the latter three of whom were formerly associated with Thomas Andrews & Co.

Burlington, Kan.—R. K. Crellin and G. H. Montgomery of Garnett have bought out the feed business of D. O. Gifford, and will take possession on Apr. 1, operating under the name of Burlington Feed & Seed House.

Norman, Okla.—The Nu-Food Health Products Co., cereal manufacturers, has been re-organized, with R. F. Paune, pres.; R. H. Grow, vice-pres.; Herman E. Lauteret, sec'y-treas.; and Thomas H. Armstrong, auditor.

There is a gradual trend toward decentralization in all lines of industry, taking the manufacturing of various commodities away from the so-called "centers" toward either the source of supply or the market of consumption.—Exch.

Nevada, Mo.—A mixed feed plant is being added to the properties of J. K. Hill & Son, grain and seed dealers. A 20,000-bu. elevator is also under construction. Into the feed plant will go a batch mixer, corn sheller and cleaner, corn scourer and polisher, hammer mill, etc. Roller and ball bearings will be installed thruout the properties.

Altamont, N. Y.—A new feed manufacturing plant on the site of the one which burned last December, is to be immediately constructed for W. G. Ackerman, who purchased the site of the burned mill of the Fort Orange Feed Stores, Inc.

Hawarden, Ia.—A \$10,000 addition to the Hawarden Milling Co.'s plant is to be built, consisting of a new alfalfa and molasses grinding plant. H. R. Naftalin recently bought the Hawarden Roller Mills & Elevator and reorganized under the former name.

To prevent spontaneous combustion in stored sacked feed, manufacturers should be urged to keep the moisture content to a point where it would not exceed 12 per cent upon arrival at destination. Feed usually gains from 2 to 6 per cent moisture while in transit.

Rome, N. Y.—The feed business of Pilmore & Stretton has been acquired by Frank N. and G. J. Alder of this place. Charles Pilmore will concentrate his efforts on this grist milling and feed store business in Westernville and North Western. Mr. Stretton, the other partner, died recently.

Roberta (Rocky Ford, p. o.), Colo.—The alfalfa mills here and at Fowler, Colo., of the Colorado Alfalfa Mill & Power Co. have been purchased by the Denver Alfalfa Milling & Products Co., control to be given Apr. 1. Improvements in both plants will be undertaken this summer.

Fredonia, Kan.—Local interests are supporting publicity relative to interesting reliable parties in the construction and operation of an alfalfa grinding feed plant here. There are some feed manufacturing plants already located in Fredonia, but none include alfalfa in their ingredients.

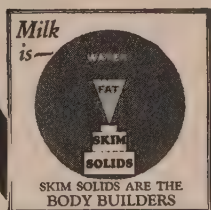
Medford, Ore.—The Mutual Mill & Seed Co. has leased the plant of the Morton Milling Co., and O. O. Morton, the owner, has removed to Grants Pass, Ore., where the firm of Neely & Morton will erect a modern feed mill. Mr. Morton also owns the Josephine County Flour Mill at Grants Pass.

Feed manufacturers shipping their product or products into Porto Rico for domestic animal consumption are warned of a recent insular law regulating registration, requiring weight; ingredients; trade marks or brands; place of manufacture; chemical analysis as to protein, fat, assimilable carbohydrates, fiber; etc.

Cedar Rapids, Ia.—Work on the last two units in the \$5,000,000 expansion program begun two years ago by the Quaker Oats Co. (which units consist of a 13-story drying and cleaning plant to be erected on the site of the old feed house which burned in January last year, and an 11-story milling plant addition to one of the present structures which has become inadequate), will be started as soon as the weather permits. The Leonard Construction Co. holds the \$500,000 contract. No inflammable structures will comprise units of the properties hereafter, the last being burned last year.

DRY SKIM MILK in Baby Chick Feeds

*Gives the
Best Form of*
**PROTEIN
MINERALS
LACTOSE**



An average analysis shows

38% Protein—builds muscle and meat

8% minerals—builds strong bones

50% Lactose—energy and health giving food

Write for samples and information

AMERICAN DRY MILK INSTITUTE, Inc.

160 G North La Salle St., Chicago, Ill.

Domestic Exports of Feeds.

Domestic exports of feeds during January, 1927, compared with January, 1928, and for 7 months ending January, are reported by the Bureau of Foreign and Domestic Commerce, in short tons, as follows:

	January		Seven mos. ending January	
	1927	1928	1927	1928
Hay	1,074	1,723	8,447	9,972
Cottonseed cake	42,524	44,094	208,661	223,142
Linseed cake..	29,070	21,782	169,156	180,281
Other oil cake..	169	1,532	3,344	5,931
Cottonseed meal	38,724	9,155	152,894	56,656
Linseed meal..	1,432	401	5,142	4,734
Other oil meal..	45	48	659	498
Prepared and mixed feeds.	6,087	3,083	22,099	20,352
Other feeds, including screenings	1,173	5,219	9,186	24,944

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An interesting and informative
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It contains valuable formulae.

The Concentrate Products Co.
549 W. Randolph St., Chicago

Lewisburg, Pa.—The Buffalo Flour Mills here have been taken over by Dietrich & Gambrill, Inc., of Frederick, Md., commercial feed manufacturers, who will install new feed manufacturing equipment in this newly acquired plant, to be completed for operation by May 1. C. K. McDonald will be in charge here.

To protect themselves against the "slow-payer" and the "defaulter" the feed dealers of the San Gabriel Valley (California) have organized the Feed Dealers Credit Ass'n as a distinct unit of the Alhambra (Calif.) Business Men's Ass'n. When a consumer owes one member, that consumer cannot purchase feed on credit from another member.

Rahway, N. Y.—In order to consolidate the business of the Wheatena Co. of this place and the High Spire Flour Mills, Inc., of High Spire, Pa., the Wheatena Corp. has been created. The respective officers of both will continue in their present locations and capacities, with the exception of the financial and sales end of the Pennsylvania mill, which will be removed here.

Chicago, Ill.—A branch is to be opened here about May first under the management of George S. Chesbro by Jerry P. Parks, Kansas City feedstuffs broker. Mr. Chesbro is purchasing agent for the American Milling Co., at Peoria, Ill., which position he leaves on Apr. 1. Millfeeds, dried buttermilk, rolled oats, linseed and cottonseed cake and meal, etc., including ingredients used by the feed trade, are handled by the concern.

Chickasha, Okla.—A \$35,000 mixed feed manufacturing plant is to be built by the Chickasha Cotton Oil Co. The plant will be three-stories high and equipment to be installed therein will be capable of turning out a complete line of mixed poultry and livestock feeds. Six grain storage tanks will house the materials, while two warehouses will be erected for storing the finished product of the 70-ton daily capacity plant.

Nebraska City, Neb.—The G. E. Conkey Co. of Cleveland, O., have purchased the J. O. Loch Milling Co.'s properties here and took possession on March 1. This step is one in a program which will result eventually in extending the Conkey operations to the Pacific Coast, where the company now has two offices, one in either Los Angeles, Calif., and Portland, Ore. When repairs and alterations are completed on this 120,000-bushel elevator and feed manufacturing plant, the complete line of buttermilk poultry, horse and dairy feeds, and poultry and stock remedies, will be put out under the "Conkey" brand. The plant here was formerly known as the Great Western Cereal Co. As announced in this column in the last number of the Journal in connection with this transaction, George C. Eicher, formerly manager of the Toledo (Ohio) plant, will have charge here.

Battle Creek, Mich.—Fire destroyed the five-story brick wheat cereal and flour milling plant, the oldest of three occupied and owned here by the Ralston-Purina Co. of St. Louis, Mo., on the morning of Mar. 3, at a loss of \$250,000. A fire-proof plant will replace the burned structure, it is understood. The blaze started with a dust explosion above the ovens, according to J. W. Meister, plant manager, and E. W. Noxon, superintendent. In 10 minutes, the flames fostered by the breaking of a gas main, enveloped and gutted the interior thru to the roof. This plant, built in 1902, was known as the Armour Mpl-Flake Mills for many years. The Ralston-Purina Co. purchased the properties in 1927. Insurance covers practically all the loss. Extensions and improvements involving a large sum had been planned for this Spring, to make this branch one of the largest of the Ralston chain.

Sturgis, Ky.—A complete line of feed manufacturing equipment is now in operation for the Exchange Milling Co., turning out horse, chicken, hog and mixed feeds, egg mashers, crushed corn and meals, etc. This sixteen year old firm formerly concentrated its efforts on the manufacture of flour, which product will be continued in the future. C. T. Wallace and W. W. Wynne are the proprietors.

New Feed Trademarks.

Monroe Milling Co., Waterloo, Ill., has filed trademark, Ser. No. 258,824, "SILVER FOX," particularly descriptive of wheat middlings.

American Milling Co., Peoria, Ill., has filed trademark, Ser. No. 253,972, the words "PAIL FILLER," particularly descriptive of dairy feed.

The Greene Chicken Feed Co., Marblehead, Mass., has filed trademark Ser. No. 260,502, the word "CLOM," particularly descriptive of poultry feed.

Monroe Milling Co., Waterloo, Ill., has filed trademark, Ser. No. 258,823, particularly descriptive of middlings. The mark consists of the letters "FAD."

Hales & Hunter Co., Chicago, Ill., has filed trademark Ser. No. 253,943, the words "MINERALIZED RED COMB," particularly descriptive of poultry feed.

The Charleston Milling & Produce Co., Charleston, W. Va., has filed trademark Ser. No. 254,106, the letters "CHARMCO," particularly descriptive of stock and poultry feed.

Western Condensing Co., Eureka, Cal., has filed trademark Ser. No. 259,704, particularly descriptive of poultry feed. The mark consists of a drawing of a hen and two chickens.

The Early & Daniel Co., Cincinnati, O., has filed trademark Ser. No. 357,793, particularly descriptive of live stock feeds. The marks consists of the words "MIAMI DAIRY" within a circle in the center of which is the monogram "ED."

The Farmers Union Service Ass'n, Des Moines, Ia., has filed trademark Ser. No. 258,860. A drawing of a plowshare is inscribed on a seal which has the following lettering: "FARMERS UNION SERVICE ASS'N, DES MOINES, IA.," particularly descriptive of mineral feed for cattle and hogs, laying mash, pig meal, etc.

Adulteration and Misbranding.

Choctaw Cotton Oil Co., Ada, Okla., shipped 222,640 pounds of adulterated cottonseed hulls into Kansas, composed in whole or in part of a filthy, decomposed, or putrid vegetable substance, infested with bugs, according to federal testimony. On Oct. 25, 1926, costs of the proceedings and the execution of bonds totaling \$500 were imposed, conditioned in part that it not be sold or offered for sale in violation of law.

Mayo Milling Co., Richmond, Va., shipped quantities of feed (red dog and middlings) into North Carolina, which was adulterated and misbranded, according to federal evidence offered at the trial held. Adulteration of the red dog was alleged for the reason that same was deficient in protein and contained excessive fiber, and, with respect to a portion of the product, deficient in fat. Misbranding of said red dog, was alleged for the further reason that it was composed in a large part of a product other than red dog, prepared in imitation of and offered for sale and sold under the distinctive name of another article. Adulteration of the middlings was alleged for the reason that a mixture composed largely of a rye product had been mixed and packed therewith so as to lower, reduce, and injuriously affect its quality and strength, and had been substituted in part for middlings, which the said article purported to be. On April 26, 1927, a plea of guilty to the information was entered on behalf of the defendant company, and the court imposed a \$100 fine.

Charles A. Krause Mfg. Co., Milwaukee, Wisc., shipped 483 sacks of dairy feed into Maryland, labeled in part: "Thomas' Dairy T Feed (or 'Thomas Victory T Feed') Guaranteed Analysis Protein 16½% (or '24%') * * * Manufactured by Thomas & Co., Frederick, Md.," which federal representatives held to be misbranded, as the product was not manufactured in said state; further, the product was deficient in protein content. On May 14, 1927, costs and the execution of bonds totaling \$1,150, were imposed, conditioned in part that it not be sold or disposed of until properly relabeled.

Feed Movement in February.

Receipts and shipments of feedingstuffs at the various markets during February, as compared with February, 1927, in tons, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
*Baltimore	602	841	.....	.....
Chicago	16,148	9,698	42,438	46,324
Cincinnati	240	360	.....	.....
††Kansas City..	5,180	4,940	16,060	12,920
Milwaukee	4,550	744	10,587	78,444
†New York	20	.....	.....	.....
*Millfeed. †Bran. ‡Shorts.				

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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Theodore Kipp, Mgr.

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Winnipeg, Manitoba

Supreme Court Decisions

Plowing Up Wheat Crop to Destroy Corn Borer.—Act March 3, 1927 (112 Ohio Laws, p. 83), § 5, under which state department of agriculture may make all orders reasonably necessary to check and prevent ravages of corn borer, even to extent of plowing up wheat crop, is constitutional and valid exercise of police power.—*Van Gunten v. Worthley*. Court of Appeals of Ohio, Lucas County. 159 N. E. 326.

Landlord's Lien Superior to Mortgage.—Landlord's right, under agreement with tenant, to retain enough of tenant's grain to pay cash rent, held superior to lien of bank's mortgage on crop. In action by landlord for conversion of grain raised by tenant which landlord had right to retain for rent under agreement with tenant, burden of proving waiver of right to retain such grain as against crop mortgagee was on defendants.—*Winans v. Light*. Supreme Court of South Dakota. 217 N. W. 635.

Federal Trade Commission.—Under Federal Trade Commission Act, §§ 9, 10 (15 USCA §§ 49, 50), injunction will not lie to restrain Federal Trade Commission from enforcing or attempting to enforce an order requiring complainant to furnish monthly reports and other information in detail relative to its business; its remedy at law in case of attempted enforcement of order being adequate.—*Federal Trade Commission v. Maynard Coal Co.* Court of Appeals of District of Columbia. 22 Fed. (2d) 873.

Arbitration.—Where common-law arbitrators are acting with unlimited authority, they are final judges of both law and fact, and may if they wish disregard the law entirely, and decision is not reviewable by court for mistake in either law or fact. Where award in common-law arbitration recited that it was grounded upon law as declared by specific decision and similar decisions in other states, mistake in construing the rule of law intended to be followed might be reviewed by court.—*Carey v. Herriek*. Supreme Court of Washington. 263 Pac. 190.

Evasion of Pooling Contract for Jury.—In an action by a co-operative wheat growers' association against one of its members for damages for the failure to deliver wheat alleged to have been grown by him in certain years, in which defendant contended that he raised no wheat and that the land on which the wheat was grown was leased by his wife and that he worked for her, the evidence is examined, and held, that it sufficiently tends to show that the leasing of the land to the wife was a subterfuge to enable defendant to avoid complying with his contract with plaintiff, and that the question should have gone to the jury.—*Kansas Wheat Growers' Ass'n v. Lucas*. Supreme Court of Kansas. 262 Pac. 551.

Liens of Landlord and Mortgage.—Where crops are removed from premises and sold by tenant without consent of landlord, landlord may, if he acts seasonably under the statute (Vernon's Ann. Civ. St. 1925, art. 5223 et seq. and article 5606), have either of two remedies; he may ignore the sale, pursue property itself and subject it to his superior lien, or may abandon his right to foreclose and sue the purchaser thereof for damages for conversion. Where cotton was removed from premises and sold by tenant with full knowledge and consent of landlord and had been, when suit was filed, shipped out of county, and landlord accepted rent from proceeds of sale of cotton, landlord thereby waived his lien. Where landlord waived his lien upon cotton of tenant which was sold and proceeds paid to bank, held that bank was not guilty of conversion in applying proceeds on

tenant's note to it under its mortgage.—*Smith v. Miller*. Court of Civil Appeals of Texas. 300 S. W. 953.

Liability of Connecting Carrier.—Bills of Lading Act, § 22 (49 USCA 102; U. S. Comp. St. § 8604kk), providing that carrier issuing B/L is liable for damages caused by loss of goods in transit, does not apply to connecting or terminal carriers, and liability of such carrier remains the same as prior to passage of statute. Connecting carrier taking interstate shipment of goods from intermediate point to final terminus held not liable as insurer for shortage, under Carmack Amendment (49 USCA § 20; U. S. Comp. St. §§ 8604a and 8604aa), where no negligence or default of such connecting carrier in handling of shipment was shown.—*Alton Iron & Metal Co. v. Wabash Ry. Co.* Supreme Court of Illinois. 159 N. E. 802.

Suit by Owner of B/L.—Since the Carmack Amendment (49 USCA § 20, pars. 11, 12; U. S. Comp. St. §§ 8604a, 8604aa) was passed for the protection of the lawful holder of the B/L which may be the original consignor or his successor in title, and no one can sue to recover thereon whether issued or not, and the lawful holder may sue the carrier for loss of, or damage to, goods without proving ownership of the goods, we think the conclusion inescapable under our rules of pleading that the declaration must allege either that the plaintiff is the lawful holder of the B/L, or, where the bill was not issued, that he would be entitled to recover thereon, if same had been issued.—*Chase & Co. v. Atlantic Coast Line R. Co.* Supreme Court of Florida. 115 South. 185.

"Elevator Run" Bags Not All Good Order.

Burns Philip Co., of San Francisco, Cal., plaintiff, v. Mikkelsen Grain Co., of Portland, Ore., defendant, before arbitration com'te of the Portland Chamber of Commerce, composed of R. B. Wilcox, I. C. Sanford, and Wm. Whitfield.

The contract called for 100,000 "elevator run second-hand grain bags, splits and junk thrown out" under contract No. 1869, confirmed July 28, 1927, for delivery f. o. b. cars or boat Portland at 7½ cents per bag.

The seller gave the Portland Commission of Public Docks an order to ship 100,000 "elevator run grain bags" by steamer. The order given specified 95,000 good order bags and 5000 bad order bags.

The buyer classed 19,910 bags as not up to contract.

The superintendent of docks informed the com'te that elevator run bags include "both good and bad order" bags and that the percentage of "bad order" bags in elevator run bags will run upwards from a minimum of 6 to 8 per cent early in the grain season. That "bad order" bags include no "splits" and "junk" that "good order" bags are better than "elevator run" and include no "bad order" bags.

Seller contends that the shipment was according to contract because "bad order" bags contain no "splits and junk." He further contends that his shipment was better than "elevator run" because only 5 per cent of the shipment was "bad order."

The com'te in arbitration, after carefully considering all evidence submitted, is of the opinion that the seller fairly fulfilled his contract. In making its award the com'te must recognize the evidence submitted by the Commission of Public Docks as correct, in the absence of suitable rebuttal evidence in the form of an inspection certificate for the buyer or otherwise. The Commission of Public Docks is a public body and a disinterested party, grading for the mutual benefit of both buyer and seller.

Grain Claims Bureau, Inc.

19 So. La Salle St.

Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33⅓% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT
Pres. and Treas.

HARRY J. BERMAN
General Counsel

Seeds

Independence, Ia.—Hasner & Cherney have dissolved and are succeeded by John L. Cherney.

Baltimore, Md.—The Purity Seed Co. has been incorporated by John C. Himmer with a capital stock of \$20,000.

The radio is being utilized by the Grain Smut Prevention Com'te, it broadcasting information on smut eradication.

New York, N. Y.—Larger quarters are now being occupied by the I. L. Radwaner Seed Co., Inc., at 115 Broad Street.

New Orleans, La.—The tenth annual convention of the Southern Seedsmen's Ass'n is to be held here from June 21 to 23, headquarters and program to be announced later.

Moorhead, Minn.—Ben Picha, president of the Red River Certified Seed Co., has accepted the position of plant pathologist and sales manager for the Hollandale (Minn.) Mktg. Ass'n.

Durham, No. Car.—B. C. Woodall is the incorporator of the Robert Hackney Co., seed dealers, the \$20,000 incorporation of which was announced in this column of the last number of the Journal.

Petersburg, Ind.—County Agent J. W. Ridenour reports seed corn is not germinating well, and he looks for a shortage in the county next spring and summer. A report from Columbus, Ind., says seed corn will be scarce in that section of the state, also.—W. B. C.

The "Better Seed" campaign waged in the Province of Ontario is taking a good hold on the minds of the better farmers, judging from the calls for better seeds. Seed samples sent in for testing also do not have the usual heavy percentage of weed seeds.

Vermont, Ill.—Fire starting from an overheated furnace, destroyed over twelve hundred bushels of seed grain and severely damaged the building of the Gold Bond Seed Co. here on the evening of Feb. 24. Some 2,500 bushels of seed corn on the second floor was also damaged. The loss may run to \$25,000.

A crop improvement campaign involving the expenditure of some \$12,000 a year and the services of a paid secretary, was recommended at a meeting of the Spring Wheat Millers Club held in Minneapolis on Feb. 29, by Martin Luther, chairman of the crop improvement com'te. A permanent com'te to supervise this work, composed of H. C. Garvin, of Winona, and F. M. Crosby and R. W. Goodell of Minneapolis, was also recommended.

Kansas Pure Seed Law has been extended to require distributors of "untested" seeds to show the State where the seed originated or was grown, effective Feb. 20. This is in addition to previous required information. The shortage of Kansas grown alfalfa seed and the influx of unadapted southern seed is given as reason for this requirement, according to J. C. Mohler, sec'y of the Kansas State Board of Agriculture and Supervisor of the Kansas Pure Seed Law.

Buying seed from unknown agents is a gamble worth avoiding in view of the many reliable sources of seed within reach in reliable dealers personally known to the buyer. That is the substance of a warning sent broadcast by M. T. Munn, State Seed Analyst, New York Experiment Station, at Geneva. Much of the seed peddled about by unknown agents is below average market grade and often of no predominating variety, is sold direct to the farmer, has an enticing name or brand, is profusely described as to potentialities, and takes a fancy price.

Lockport, N. Y.—A \$10,000 fire loss was sustained by the W. E. Shaeffer Seed Co. on Feb. 25, when a \$350,000 blaze swept part of town.

Salt Lake City, Utah.—W. H. W. Smith now operates the Vogeler Seed & Produce Co., having purchased the business of the late Mr. Vogeler this fall.

Velvet and other new varieties of smooth-awned barley have made good records in field tests in comparison with bearded sort at the Ohio Experiment Station. The new smooth-awned varieties, such as Velvet, Glabron, Spartan and Bonami, are yielding as much as the old bearded sorts. Velvet averaged 55 bus. per acre, Trebi 61 and Oderbrucker 43 in the station tests. Ohio Beardless averaged 26 bus. in comparison with 40 bus. for Manchuria, a bearded variety, in three year test. In a five-year test a hullless variety averaged only 20 bus. as compared with 36 bus. for Manchuria.

Minneapolis, Minn.—There is no doubt that considerable progress has been made in the development of better seed flax, one that will resist the usual flax diseases (wilt, rust and weeds) and produce more bushels per acre. A prejudice against flax still exists in the minds of many farmers and the old saying "Flax is hard on the land" is still heard but education and business-like methods are constantly gaining ground. The foregoing developed from discussion of some thirty representatives of northwest agricultural colleges, flax crushers and linseed oil consumers, at a recent Flax Development Meeting held at the University of Minnesota.—Shreve M. Archer, Archer-Daniels-Midland Co., Minneapolis, Minn.

Canada.—The importation into Canada of seed of alfalfa or any mixture of seed containing 10 per cent or more of the seed of alfalfa, is prohibited, under regulations effective January 23, 1928, issued by the Canadian Commissioner of Customs, unless at least 10 per cent of the seed in each container is colored red. Exception is made in the case of alfalfa seed grown in any of the States bordering on Canada, or in the States of Utah, Wyoming or South Dakota, which may be imported when at least 1 per cent of the seed in each container is colored orange, if sealed in the container by officers of the state in which the seed originated, and if a certificate is attached to each container certifying that the seed is of the Grimm, Baltic or kindred variegated varieties of alfalfa.

Seed Movement in February.

Receipts and shipments of seeds at the various markets during February, as compared with February, 1927, were as follows:

FLAXSEED		Shipments	
	Receipts		
	1928	1927	
Chicago, bus.	161,000	240,000	.....
Hutchinson, bus.	343,200	217,100	.....
Ft. William, bus.	93,510	.....	18,488
Kans. City, bus. . . . .	.....	.....	59,400
Duluth, bus.	102,457	295,481	222,065
Milwaukee, bus.	11,440	41,470	281
Minneapolis, bus.	491,800	317,920	253,300
Superior, bus.	169,409	124,816	2,813
New York, bus.	261,000	.....	66,312
KAFIR			
	1928	1927	
Denver, bus.	3,900	1,300	.....
Galveston, bus. . . . .	.....	.....	118,571
Houston, bus. . . . .	.....	.....	19,687
Kans. City, bus.	519,200	442,200	503,000
St. Joseph, bus. . . . .	.....	3,000	1,500
St. Louis, bus.	260,400	97,200	73,200
Wichita, bus.	18,000	24,000	13,200
CLOVER			
	1928	1927	
Chicago, bus.	1,522,000	1,857,000	1,360,000
Milwaukee, lbs.	83,997	263,583	109,524
Hutchinson, bus.	10,000	28,000	.....
New York, bus.	1,500	.....	1,489
TIMOTHY			
	1928	1927	
Chicago, bus.	1,669,000	1,780,000	1,946,000
Milwaukee, lbs.	165,440	120,000	8,567
New York, bags . . . . .	.....	.....	100
ALSILKE			
	1928	1927	
Ft. Worth, bus.	719,600	682,400	184,800
New Orleans, bus.	8,400	1,400	.....
Cincinnati, bus.	2,800	4,200	.....
CANE SEED			
	1928	1927	
Ft. Worth, bus.	101,000	97,000	4,000
Kans. City, bus.	46,000	73,600	8,050

Tariff revisions on grass seeds are included in bills introduced by Reprs. Selvig of Minnesota and French of Idaho, and include duties of 8 cents per pound on alfalfa, alsike, red, and white, clover, 3 cents on crimson, 6 cents on clover not specially provided for, one cent on millet and spring vetch, and 2 cents on timothy, hairy vetch and all other grass seeds, not specially provided for. Repr. French asks for duties of 10 cents on alfalfa, clovers and grass seeds not specially provided for, with the exception of white clover at 20 cents per pound.

Clover seed recovered part of the ground lost last week. Demand during February was very slow and a great disappointment to many in the trade. This week started off pretty well. Seems to be a better feeling all along the line. Pretty cold in this neck of the woods and probably slowed up things temporarily. Demand will come. Always does. Remember we have an increased winter wheat acreage and a nearly normal winter. A bigger demand than usual should follow. Prices are not high compared to past few seasons. Domestic prices till this season have ranged high and at big premiums over imported seed. Imported receipts this season not impressive and not as big a price factor as formerly. Everybody can afford domestic seed this year. Season may run longer than usual with stocks falling off rapidly. They show a small decrease this week.—J. F. Zahm & Co., Toledo, O.

Milwaukee, Wis.—We resumed the radio broadcasting of "Timely Farm Topics" on Feb. 21. Last season our schedule covered a daily period for two months. This season we begin the half hour "Farm" program from station WTMJ of the Milwaukee Journal at Milwaukee. This broadcast schedule is in the interest of better seeds and is designed to assist our "Rainbo" dealers in the marketing of "Rainbo Brand" field and grass seeds and seed grain. Our program includes such subjects as: "Some Problems in Seed Improvement"; "What Seed Buyers Should Know"; "Profitable Hints for Buying Seeds"; "Home-Grown Seeds"; "Marketing Farm Seeds"; "Seed Cleaning Secrets"; "The Weed Tax"; "How to Choose Farm Seeds"; "What Will Your Harvest Be"; "Alfalfa In the Crop Rotation"; "Better Pastures For Wisconsin"; "The Place of Sweet Clover on Wisconsin Farms"; "Wisconsin's Opportunity with Alfalfa"; "Inoculation of Legumes, How, When and Why." We call attention in our farm paper advertising, to this broadcasting schedule and ask the farmers to tune in at 12:30 P. M. each Tuesday, Wednesday, Thursday and Friday during the Spring Season.—W. H. Crossland, Vice President, Kellogg Seed Co.

Lewistown, Mont.—Representatives of agencies in Montana interested in the production and distribution of pure and high quality seeds met here on Feb. 18, at the Annual State Utility Show and organized the Seed Council of Montana. Officers were elected as follows: Prof. Clyde McKee, Agronomist, Bozeman, president; A. E. Barkemeyer, Great Falls, vice-president; L. D. Kurtz, newly appointed Extension Agronomist, Bozeman, sec'y. This Seed Council will be constituted of delegates from the following agencies: The newly organized Montana Ass'n of Seed Dealers; Montana Seed Growers Ass'n; the State Dept. of Agriculture; the State Agronomy Department and State Grain Department; the State Extension Service, Farm Bureau and Union. The objective of organizing the Seed Council is that of furnishing a clearing house of ideas and views between the different agencies that heretofore have been working independently of each other and for the purpose of perfecting a unified seed program. It was in line with the plan of the National Seed Council, presented by Executive Sec'y A. J. Ogaard, that the Montana Seed Coun-

cil was organized. This is the second state council of this character in the United States, the other being Maryland.

Much Seed Wheat Worthless.

The Pacific Northwest Grain Dealers Ass'n in a recent bulletin recommends that the membership exert their influences to see that only good, dry seed wheat is sown this Spring by the respective farmers in each territory. Wheat threshed after the outstanding heavy rain of last season should not be used for seed, it is pointed out, as much of this wheat is sprouted and is otherwise absolutely worthless as seed. As poor seed means a poor crop, the warning continues, we believe it would be good business for every farmer to notify his warehousemen of his refusal to put out wet wheat for seed without first taking it up with some member of this organization.

"As the prosperity of the membership of this organization depends upon the prosperity of our farmer friends," the bulletin continues, "poor crops affect us both. Another way that we can help is to discourage the seeding of varieties of wheat that are not profitable to the farmers. Let us specialize on the varieties of spring wheat best adapted to each section that yield well and bring full prices."

The Portland Merchants Exchange sent out a similar warning in January, pointing out that weather-damaged wheat seed is low in germinating qualities, and that for this reason it was far better to sow only wheat garnered before the rains. These warnings will undoubtedly prove both effective and profitable to both the farmer and grain dealer.

Russian officials have established their first official grain laboratory at Kiev to assist export and commercial organizations to standardize individual kinds and grades of grain, in an effort to modernize the grain and grain products industry of that country.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Causes of Grain Elevator Fires.

Records carefully kept for the past year and for 25 years by the Grain Dealers National Mutual Fire Ins. Co. of the causes of fires point to several causes that might be eliminated by greater care by those in charge of elevators and mills.

Too many fires are reported with "cause unknown," having increased from 18 in 1925 to 49 in 1926 and 55 during 1927. More frequent and timely inspections of the premises would unquestionably have changed many of the reports of "cause unknown" to small losses, or none at all, since the specific hazard existing would have been remedied.

Lightning, with 19 losses aggregating \$66,896.78, takes the lead among the known causes for fires for amount of loss, having been considerably in excess of the \$35,931.27 reported during 1926, when the number of lightning losses also was 19. This suggests that there must be many elevator operators who have neglected to take advantage of the liberal credits given by the mutual fire insurance companies for the installation of lightning protection.

Friction is easily the leader as a cause of fires in elevators and mills, the number so caused in 1927 having been 24, altho the loss was reduced from \$43,537.15 in 1926 to \$27,049.89 in 1927. Wherever machinery operates out of sight of the workers, as in a grain elevator, the hot bearing or rubbing belt can be depended upon to start a fire sooner or later if not given systematic attention.

With the increasing number of electrical installations in elevators it is gratifying that the loss due to the electrical hazard has been reduced from \$23,550.56 in 1926 to \$11,428.48 in 1927.

During the past 25 years 12½ per cent of all fires, reported to the Grain Dealers Fire Ins. Co., were extinguished by the use of barrels and buckets or chemical extinguishers. The amount of insurance in force on the prop-

erty saved was \$2,636,577. During the past year the amount thus saved was \$380,352.

To further reduce the number of losses and the consequent cost of insurance to the insured there must be maintained a more vigilant self-inspection of the property by the man on the spot.

The following list of causes reported by the Grain Dealers Fire Ins. Co. policyholders should suggest to the man in charge of the plant points that will bear watching on his premises:

Causes of Fire Losses for 25 Years.

	Number.	Loss.
Automobiles and motor trucks	3	\$ 5,812.14
Cob burners and cob houses..	21	90,750.66
Electrical hazard	74	94,287.26
Explosions in building.....	8	25,374.99
Exposure	153	189,182.39
Flues and stoves.....	65	158,778.12
Friction	230	638,709.95
Grain drier	12	20,197.88
Incendiary	46	158,826.24
Lighting, other than electric..	9	31,891.71
Lightning	403	441,661.41
Locomotive sparks	164	431,860.42
Matches and smoking.....	33	56,804.13
Power house and power, other than electric	150	352,785.07
Railroad accident	2	4,508.96
Spontaneous combustion	92	130,277.78
Tramps	16	52,888.62
Unknown	306	1,489,397.11
Miscellaneous	53	54,978.61
Total	1,840	\$4,428,973.45

Loss Record in 1927 for Elevators and Mills.

	Number.	Amount.
Cob burners and cob houses..	1	\$10,547.20
Exposure	5	16,341.90
Electrical hazard	12	11,428.48
Flues and stoves.....	5	22,805.94
Friction	24	27,049.89
Grain driers	2	150.38
Incendiary	3	10,973.50
Internal combustion engines..	6	10,266.24
Lightning	19	66,896.78
Locomotive sparks	2	3,016.21
Sparks, other than locomotives	4	429.15
Matches and smoking.....	8	125.94
Lighting, other than electric..	2	4,540.25
Rubbish and litter.....	1	25.58
Spontaneous combustion	5	3,607.11
Unknown	55	355,957.90
Total .....	...	\$544,172.45
Salvage and reinsurance.....	...	42,011.62
Net losses paid.....	154	\$502,160.83

E. H. Moreland and the Tri-State Mutual.

The name of E. H. Moreland is inseparably associated with both the Tri-State Mutual Grain Dealers Fire Insurance Co. and the Tri-State Country Grain Shippers Ass'n. The activities of both these organizations center in the office of their secretary, a position Mr. Moreland has held for many years.

His first experience in the grain business was with his father, R. E. Moreland at Belleflower, Ill., in 1879. The elder Moreland owned a part interest in the first steam power grain elevator built on the right of way of the old Gilman, Clinton & Springfield Ry. at Belleflower, the grain office and a large warehouse for storing oats being located on the main street.

Westward they went in 1885 and bought a farm near Luverne, Minn., and two years later Moreland, Jr., entered the employ of Thompson Bros. as grain buyer at Beaver Creek, Minn. This firm had its head office in Sioux Falls, S. D., and owned a line of elevators and flat houses along the C. St. P. M. & O. Ry. between Mitchell, S. D., and Worthington, Minn.

The elevators in Beaver Creek were all of the "Armstrong" type and all grain was loaded into cars with wheelbarrows. Capacity of cars was 28,000 lbs. with an occasional car of 40,000 lbs. capacity.

In 1895 Mr. Moreland was appointed auditor for the E. A. Brown Co. of Luverne, Minn., and held the position until 1906 and at this time was elected secretary of the Tri-State Mutual Grain Dealers Fire Insurance Co. of Heron Lake, Minn. The office was then moved to Luverne and located in the E. A. Brown Co. office until 1917 when headquarters were

established in the new First National Bank Building. From 1918 until 1921 he was half owner of the Mannigel-Moreland Grain Co. of Luverne but continued as secretary of the Insurance Company.

The Tri-State Insurance Company was organized in 1902 with his employer E. A. Brown as the first president, so that Mr. Moreland feels he has been with the company from the beginning.

The insurance company was organized by grain men located in Minnesota, South Dakota and Iowa for the purpose of securing lower cost insurance; and each year for 26 years a substantial dividend has been returned which now amounts to over \$5,000,000. This is quite a large sum of money for the grain men to keep in their immediate territory, rather than send it east to help increase the value of the shares of stock insurance companies.

To prevent over or under-insurance the Tri-State maintains an appraisal service for policyholders to correctly inform them the amount of insurance their property will carry. For insurance on stocks the provisional policy covers all stocks for their cash value if monthly reports are furnished showing the amount of stocks on hand at the close of each week.

In 1921 the company included in its coverage dwellings and other business property and this part of the business has made a steady growth.

Statement of Western Millers Mutual Fire Ins. Co.

The forty-fifth annual statement of the Western Millers Mutual Fire Insurance Co. of Kansas City, Mo., shows the company to have gross assets of \$641,082.74, \$496,687.75 of the amount being invested in bonds. Liabilities amount to \$191,082.74. Income for the year amounted to \$384,057.02, and disbursements \$326,702.54, the latter being divided as follows: Losses paid, \$104,327.63; savings and dividends to policy holders, \$127,360.49; expenses, including investment expenses, \$95,014.42. The company has \$32,178,610 insurance in force. Since organization this company has made a saving to policy holders of \$3,263,468.25.

Annual Statement of Mill Owners Mutual.

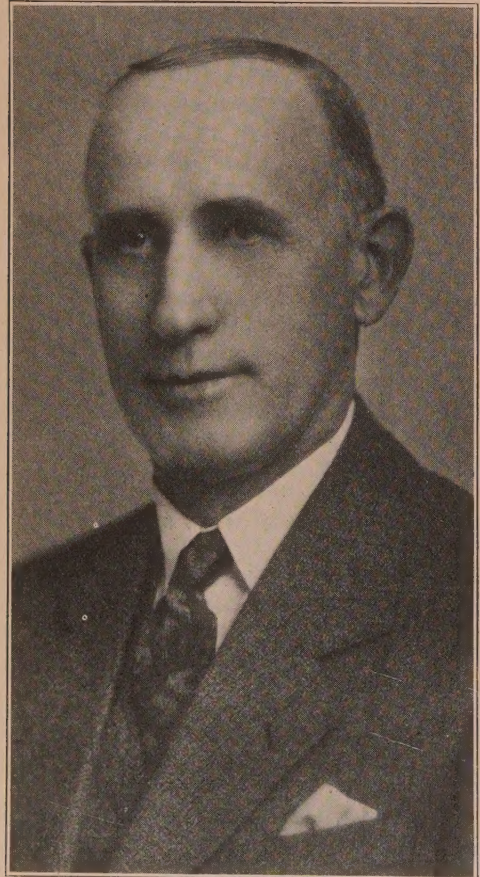
The 53rd annual report of the Mill Owners Mutual Fire Insurance Co. of Iowa, issued as of Jan. 1, 1928, by J. T. Sharp, president and general manager, Des Moines, shows a satisfactory result for the year 1927.

The amount at risk was increased over \$35,000,000; cash assets, \$295,000; cash surplus, \$200,000—after setting up adequate reserves and returning to members dividends and savings of \$727,249.45.

Of the total assets of \$2,606,712.91, \$764,562.51 is in farm first mortgages, \$1,065,150.00 in bonds, and \$151,126.48 cash in banks and in office.

Liabilities of \$1,406,712.91 balance the assets by adding thereto the \$200,000 permanent fund and \$1,000,000 cash surplus. The net income from premiums, with return premiums and reinsurance deducted was \$1,998,099, which was brot up to \$2,095,135.25 by interest, rents and income from all other sources.

Losses paid during the year amounted to \$872,140.08, less \$103,987.80 salvage and reinsurance. After paying state, county and municipal taxes, amounting to \$33,351.84, and the numerous other expenses there remained a net income over disbursements of \$258,232.66. Insurance in force Dec. 31, totaled \$256,258,335.



E. H. Moreland, Luverne, Minn., Sec'y Tri-State Grain Dealers Ass'n.



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not only provide an effective method of fighting fire, but affect a material reduction in the cost of insurance. And when filled with a solution of

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they are protected against freezing and evaporation. You need these safeguards. Write for further particulars.

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This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

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Secretary-Treasurer
Indianapolis, Ind.

C. R. McCotter
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Omaha, Neb.

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